

FIG. 1A

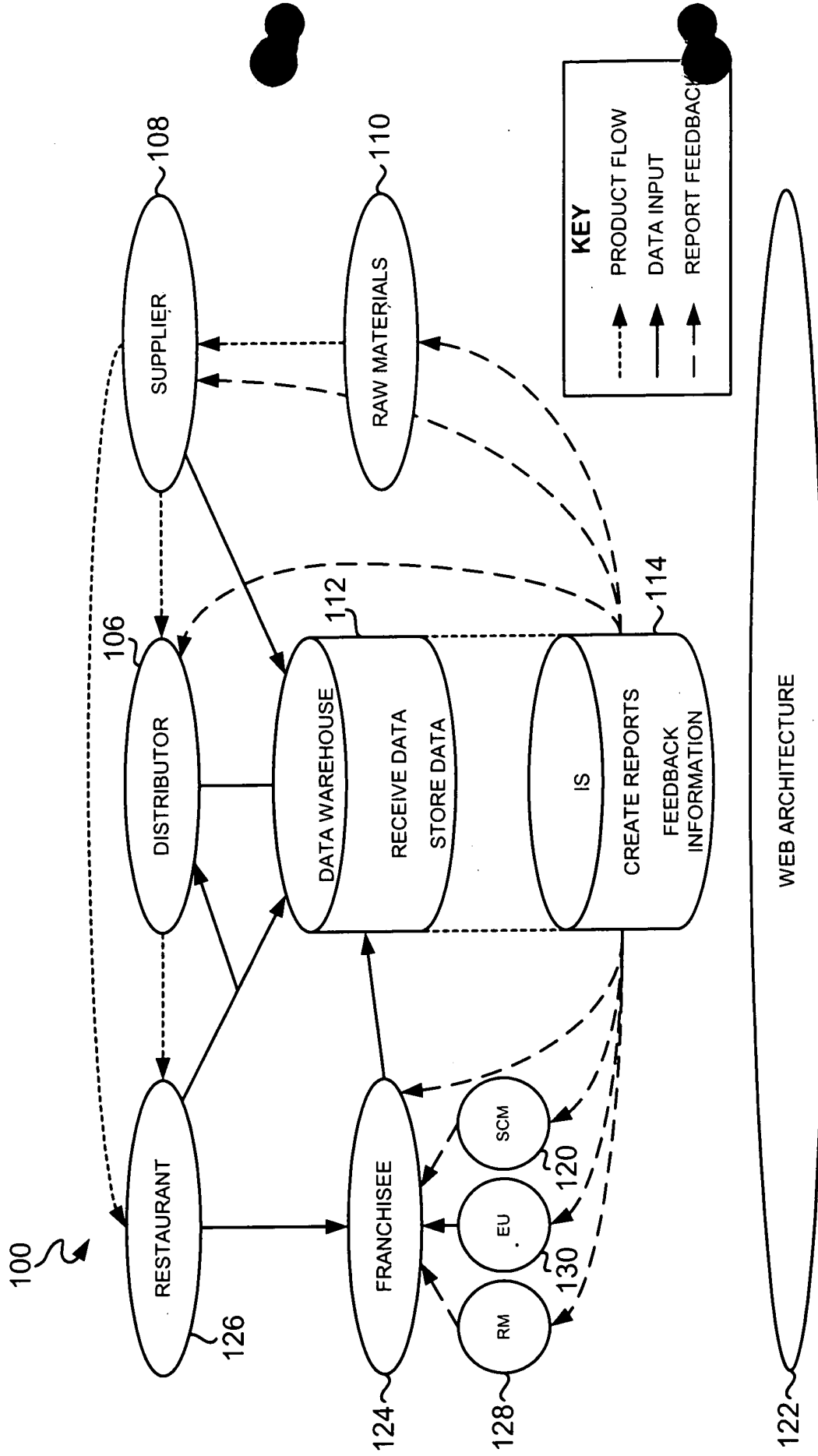


FIG. 1B

09815489-032301

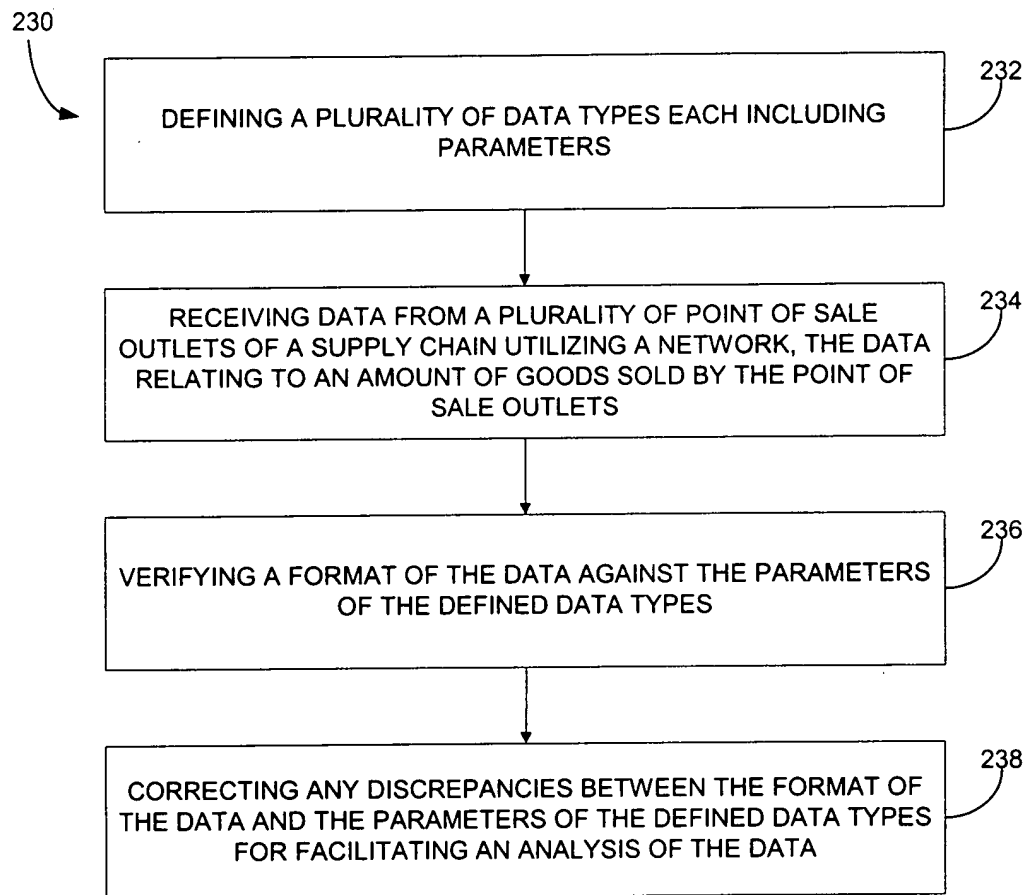


FIG. 2

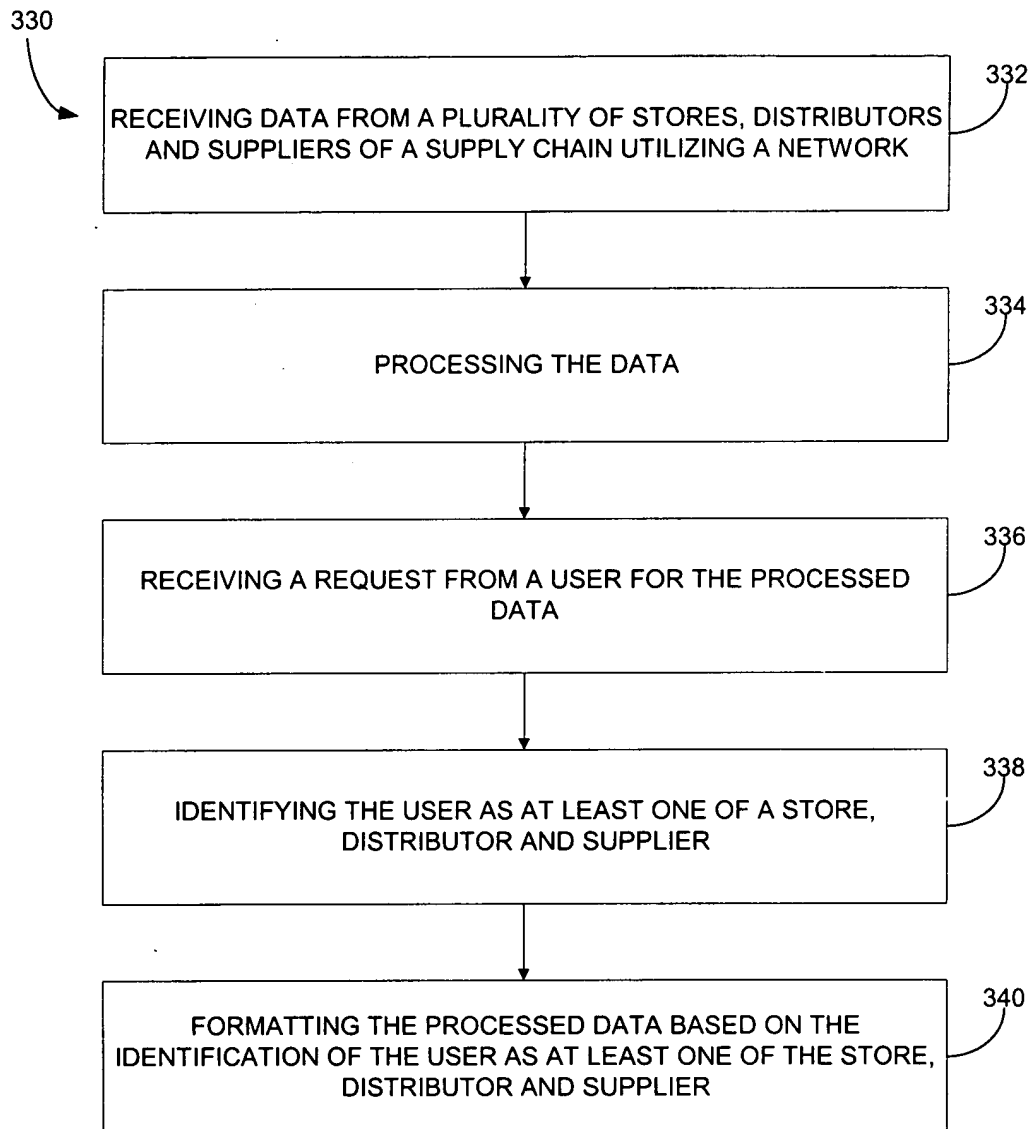


FIG. 3

TOE220" 6245T860

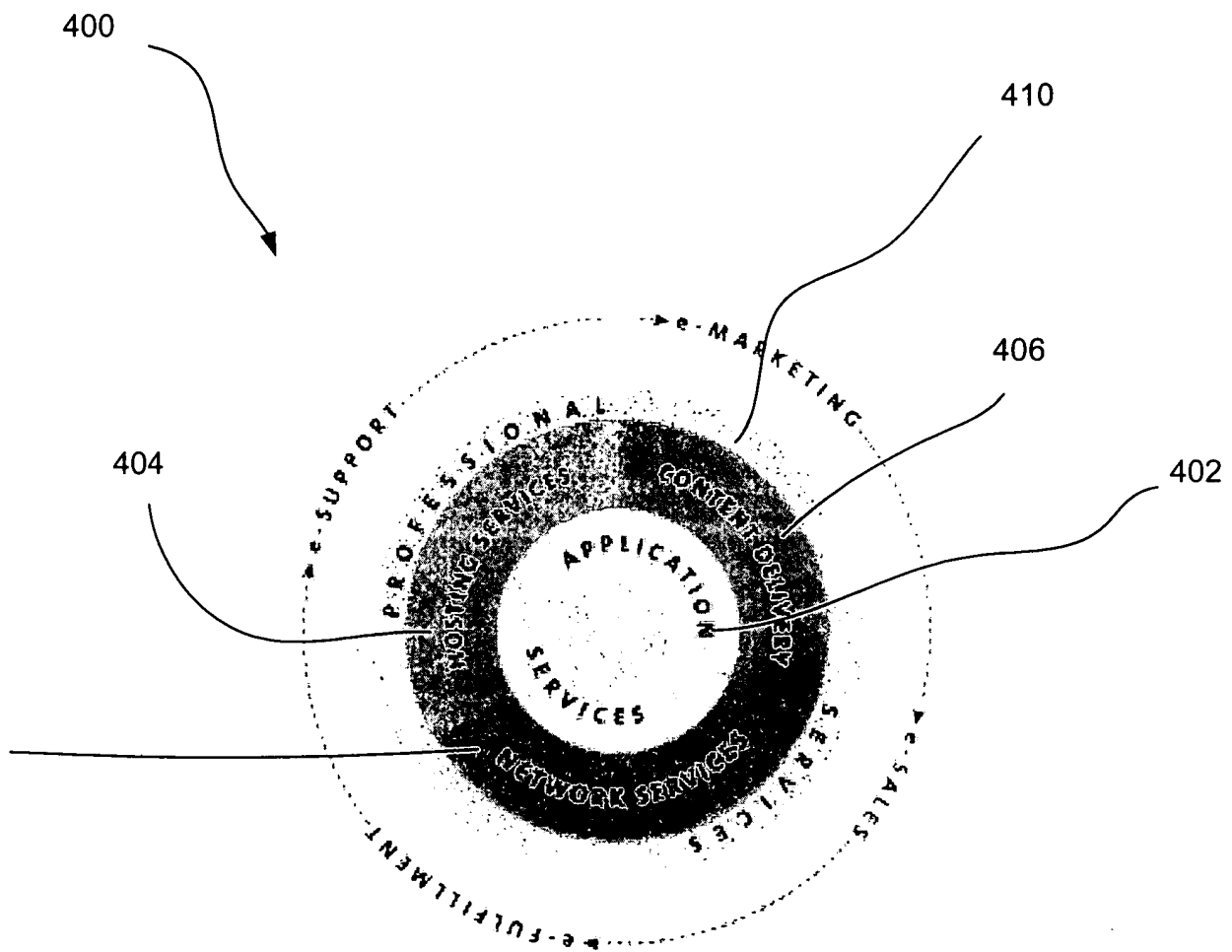


Fig. 4

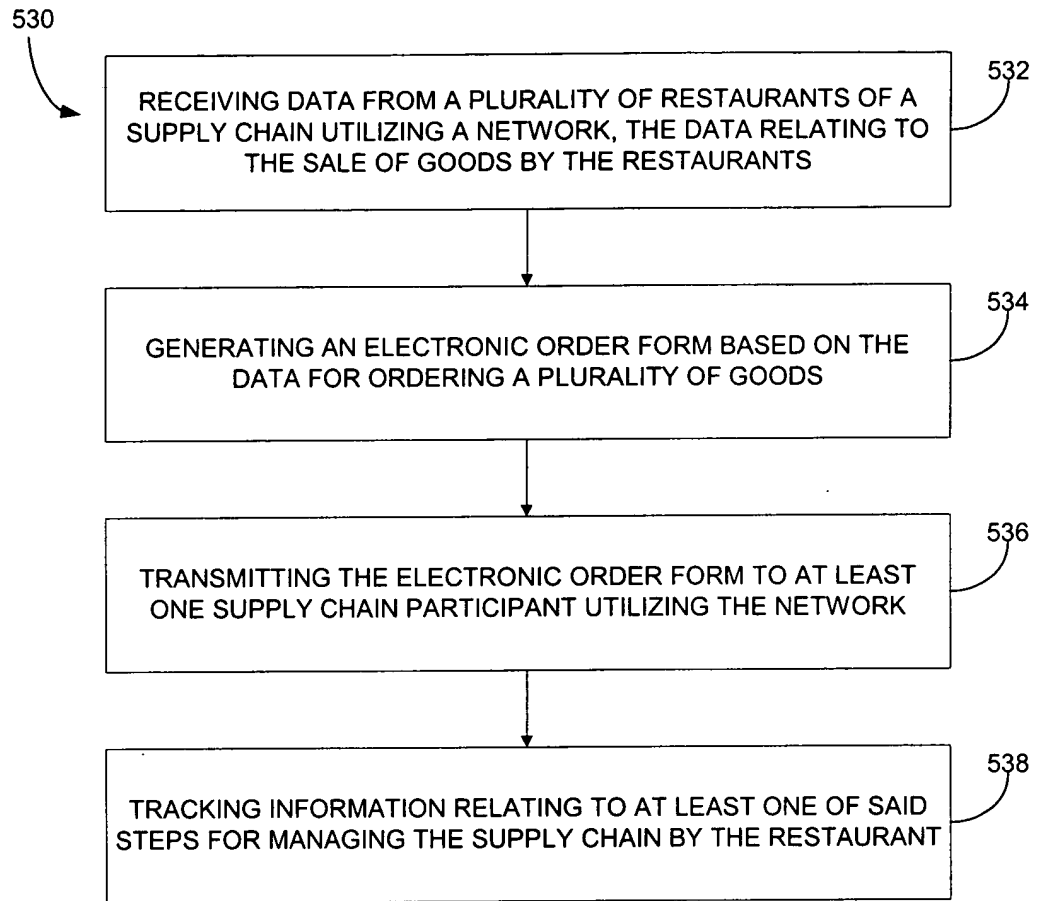


FIG. 5

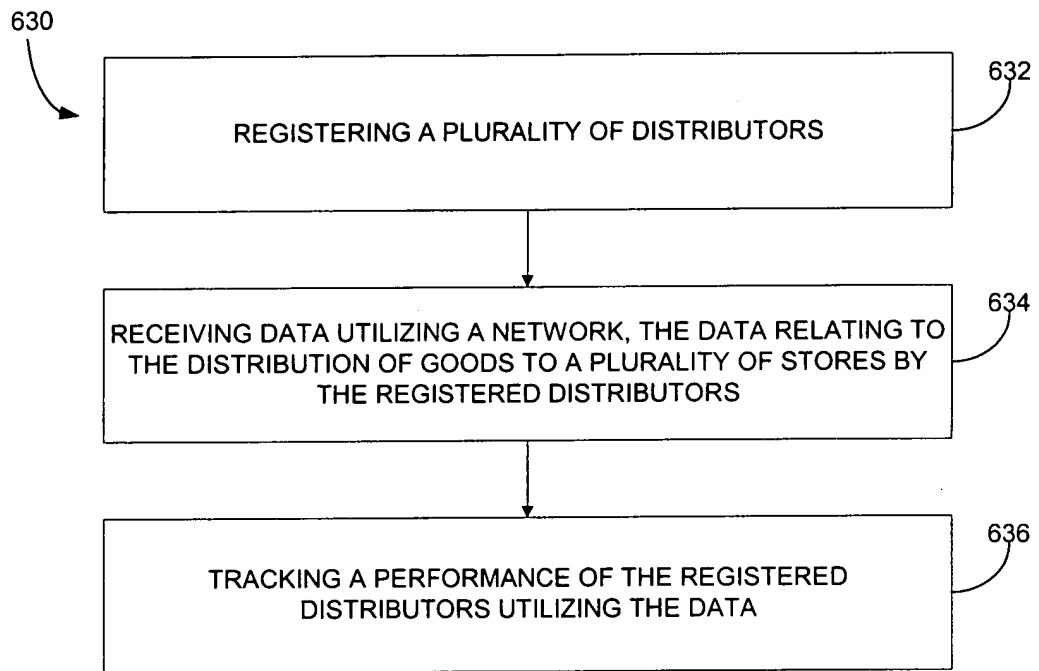


FIG. 6

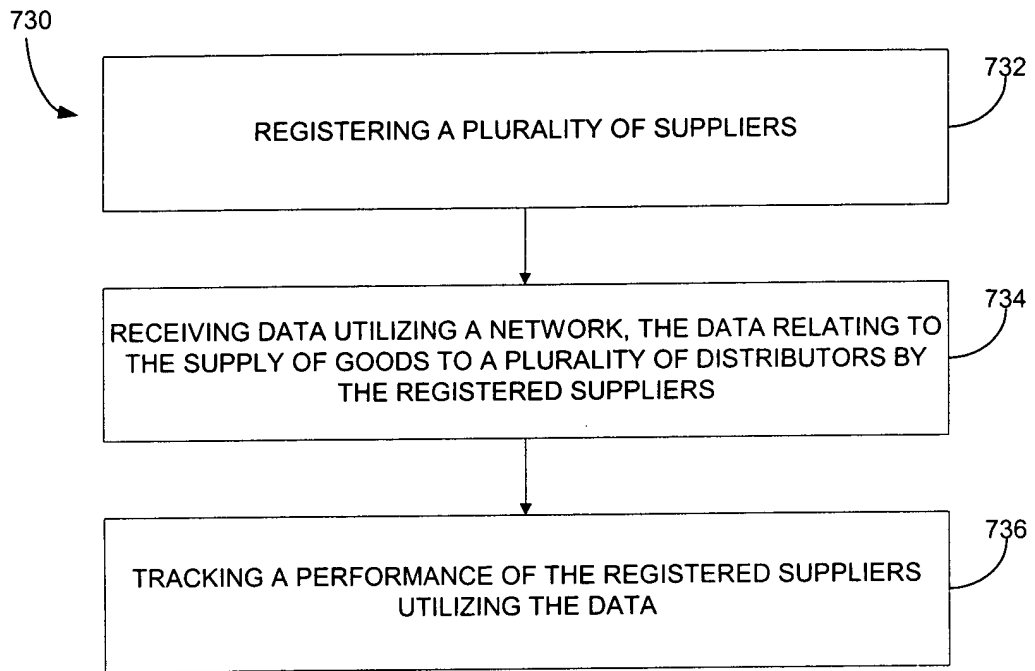


FIG. 7

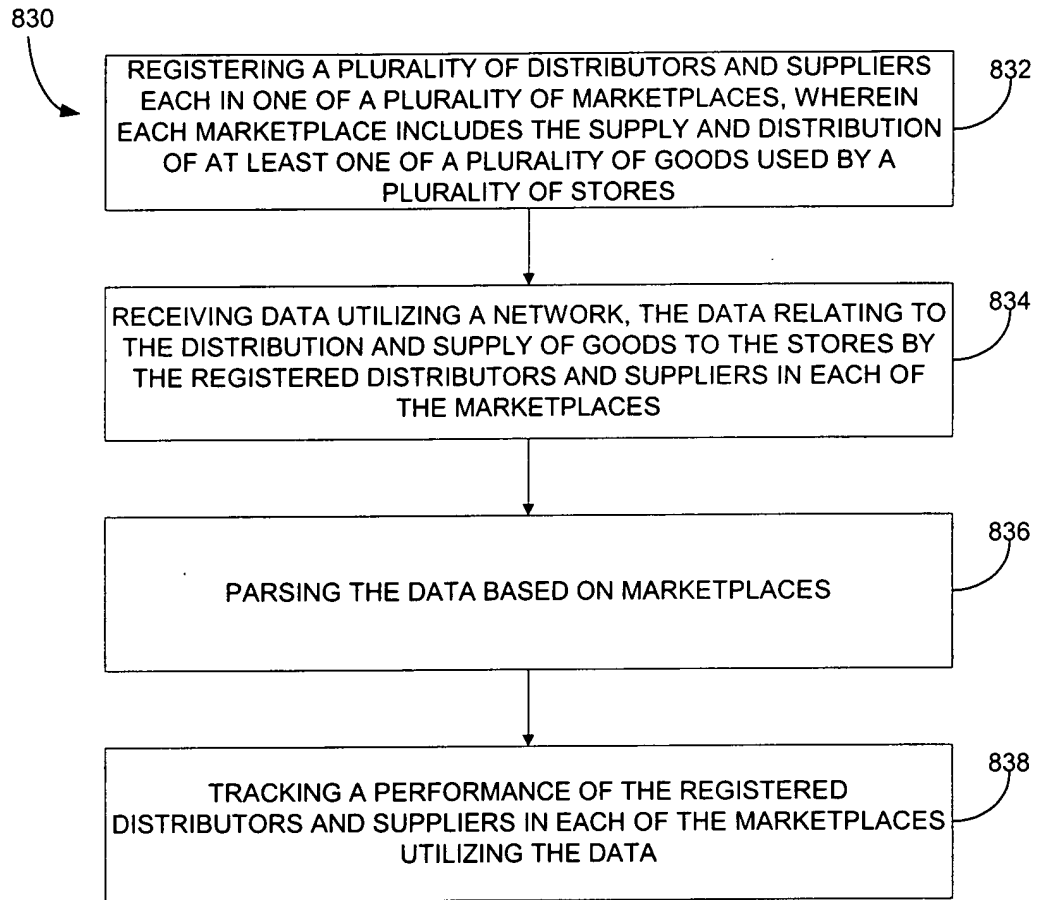


FIG. 8

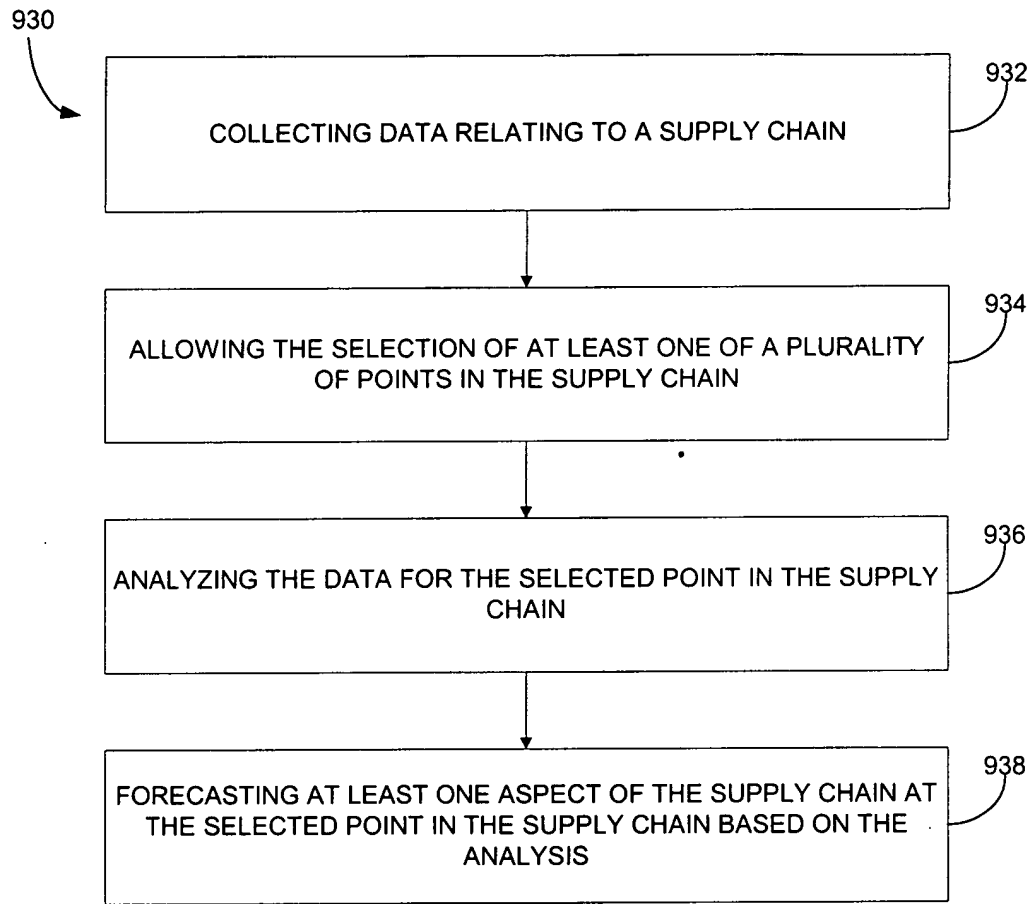


FIG. 9

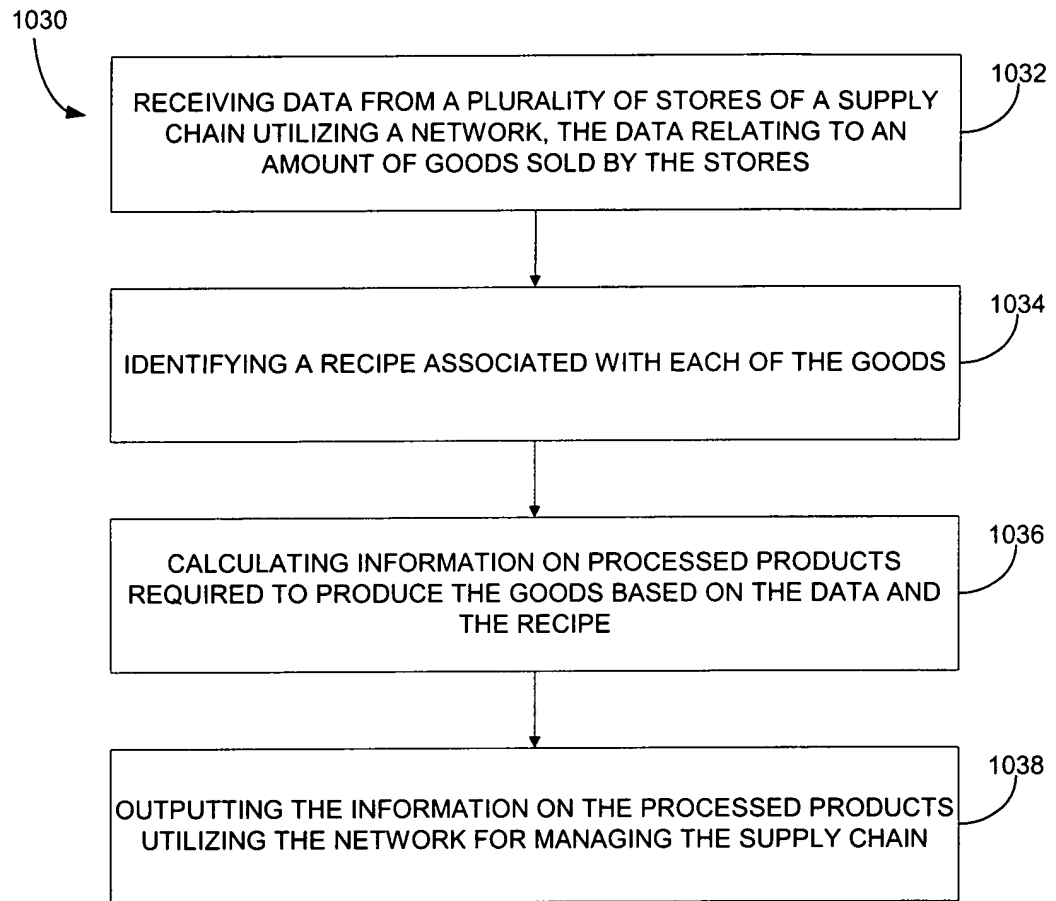


FIG. 10

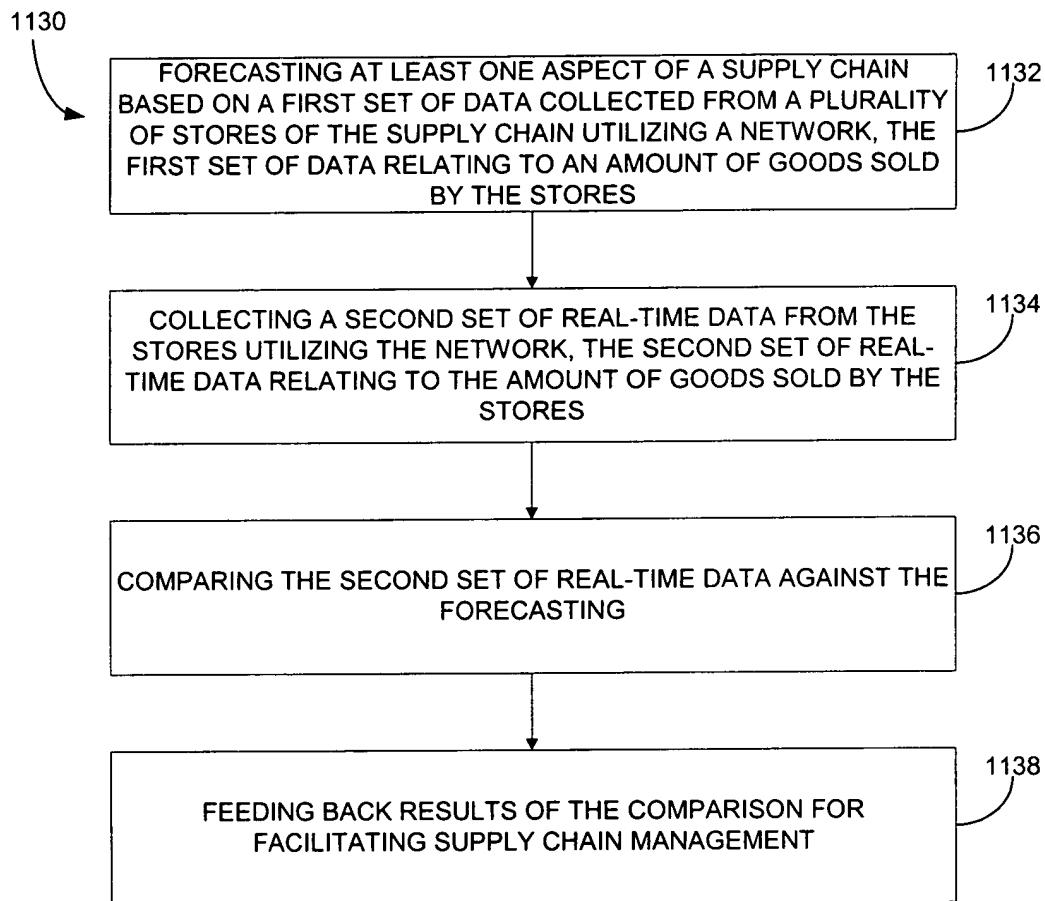


FIG. 11

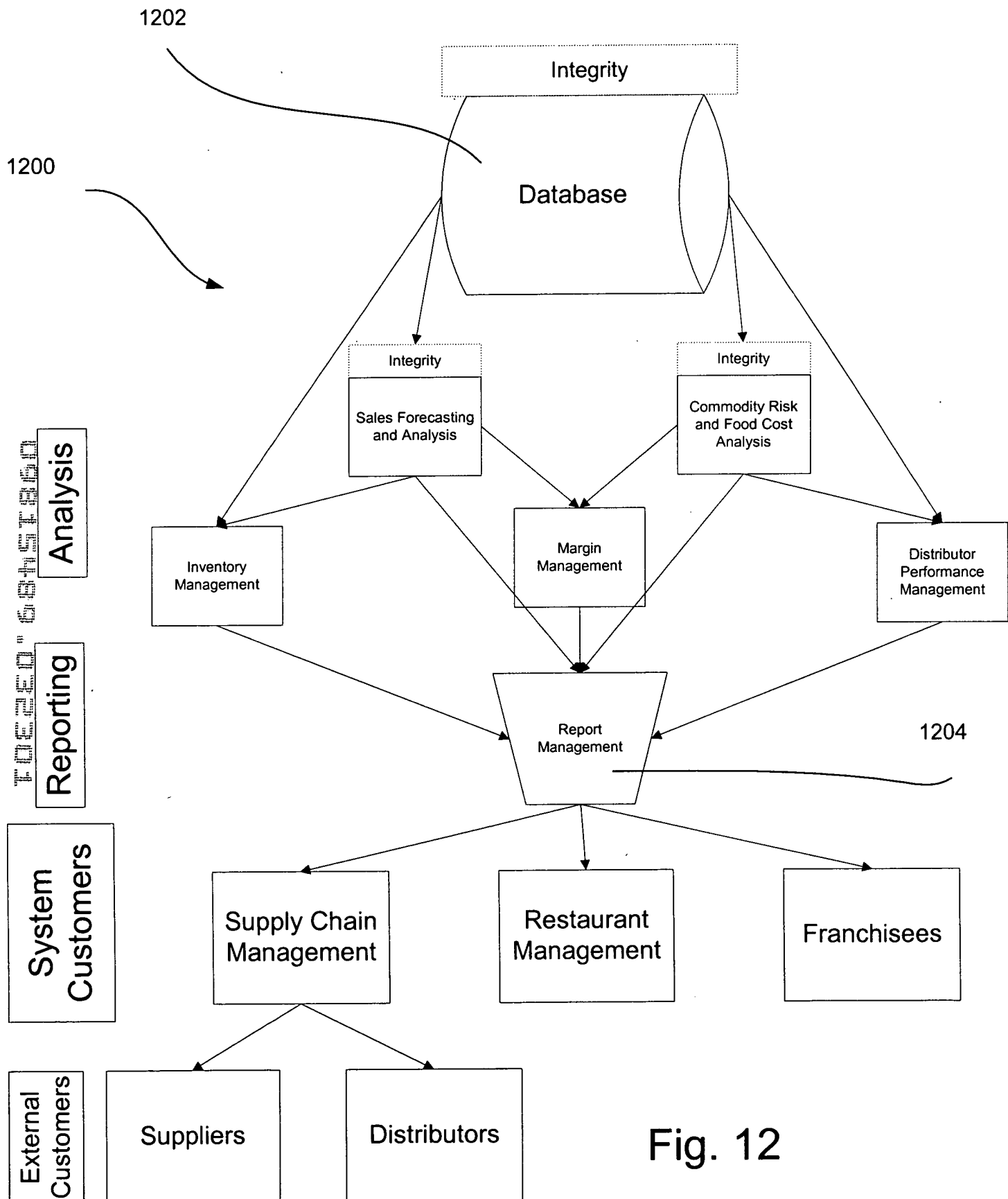


Fig. 12

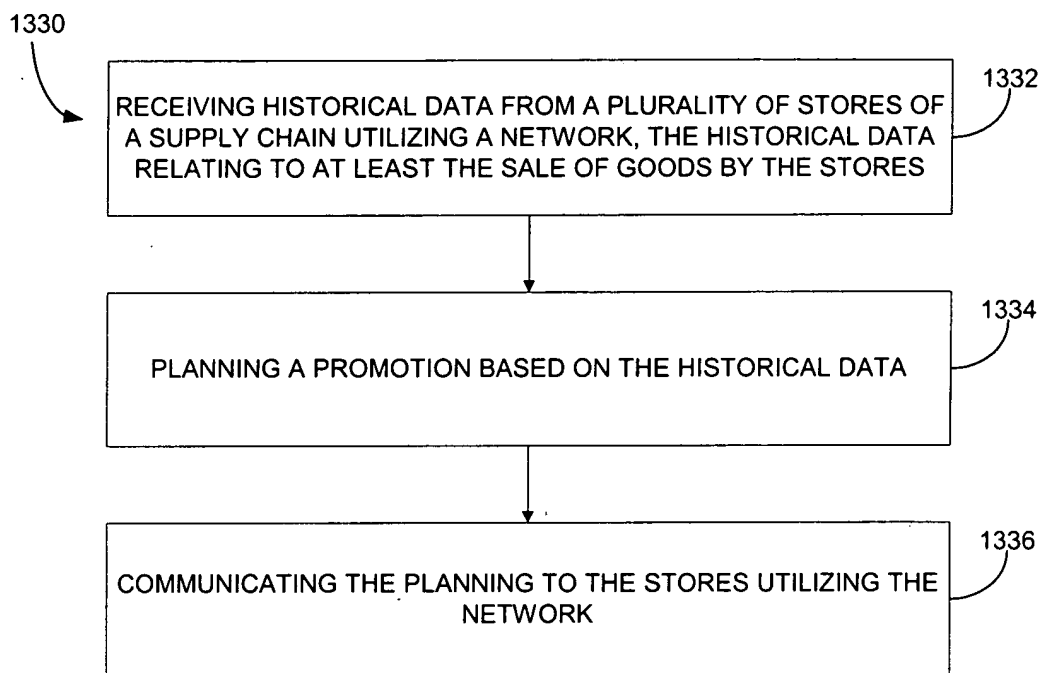


FIG. 13

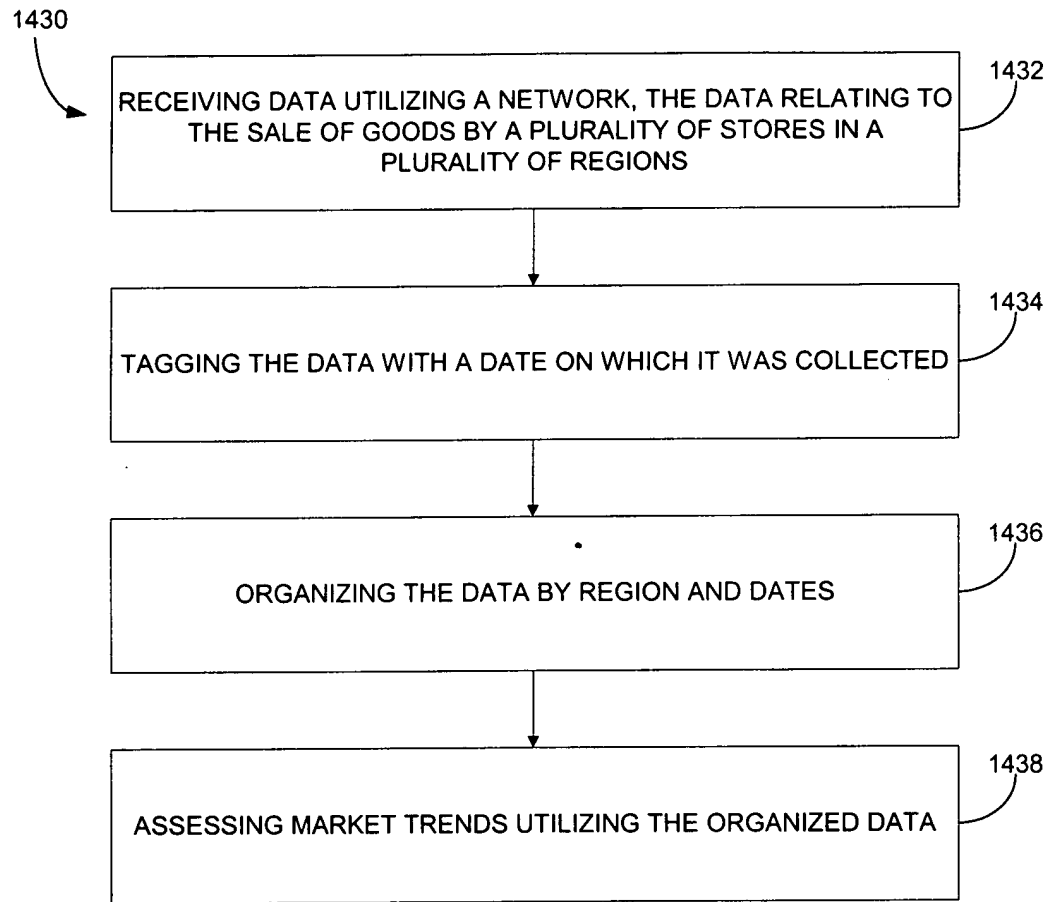


FIG. 14

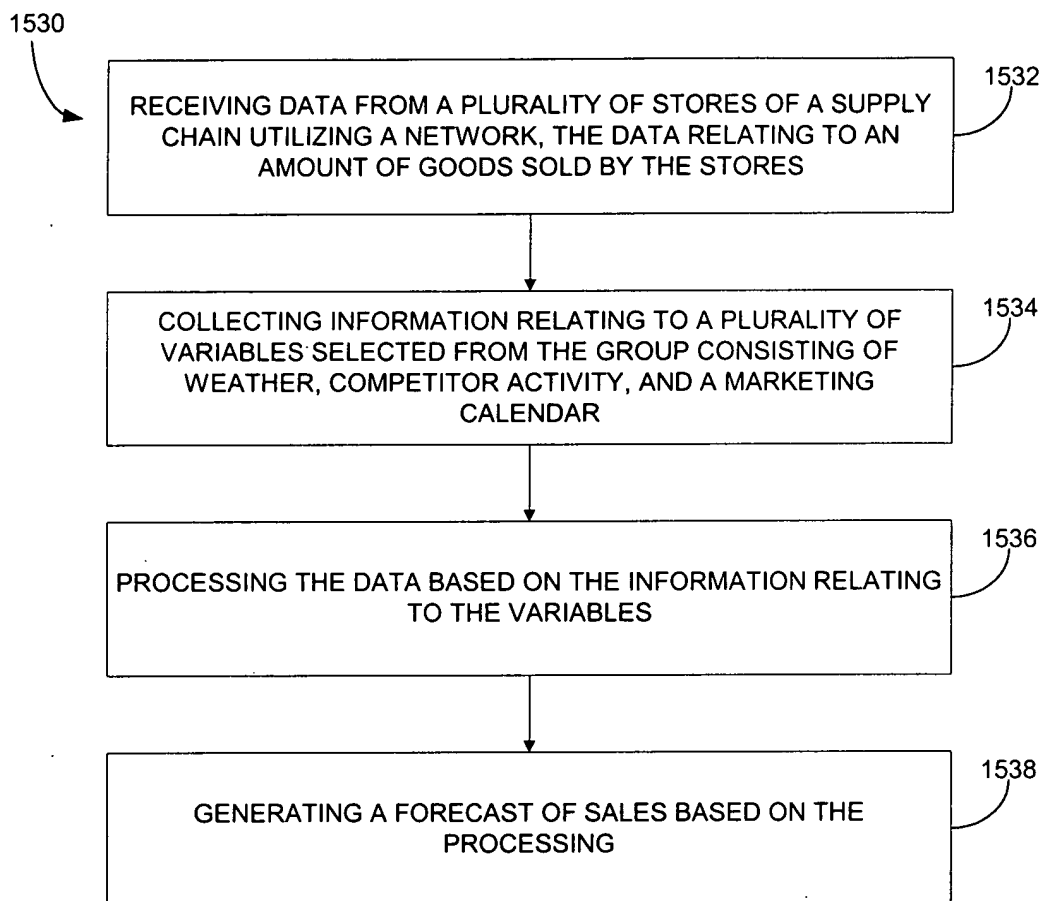


FIG. 15

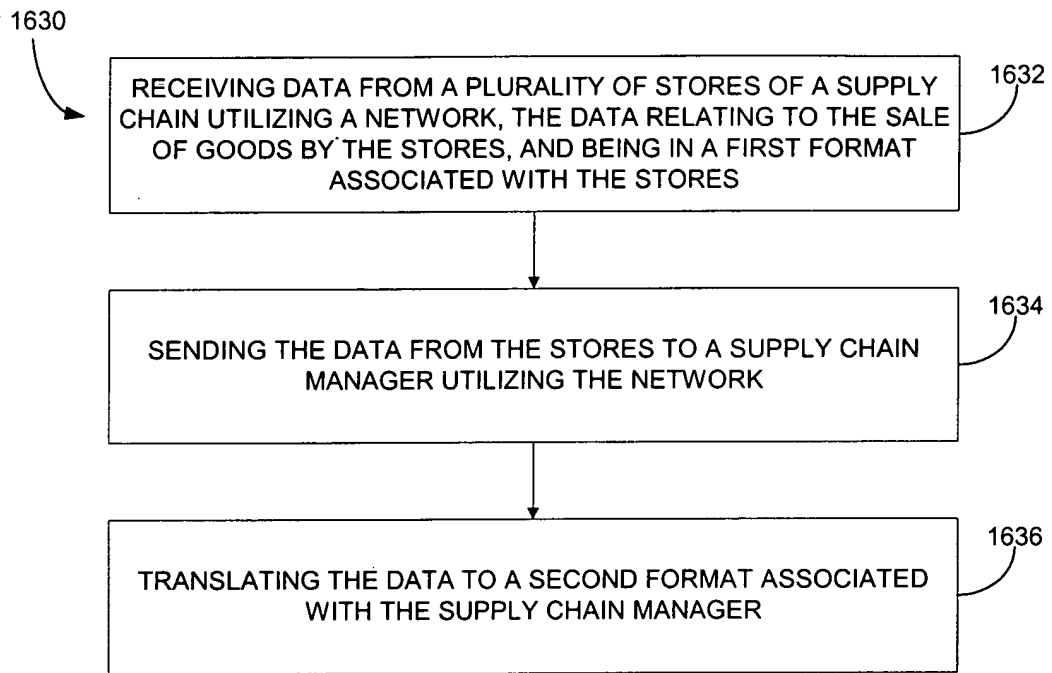


FIG. 16

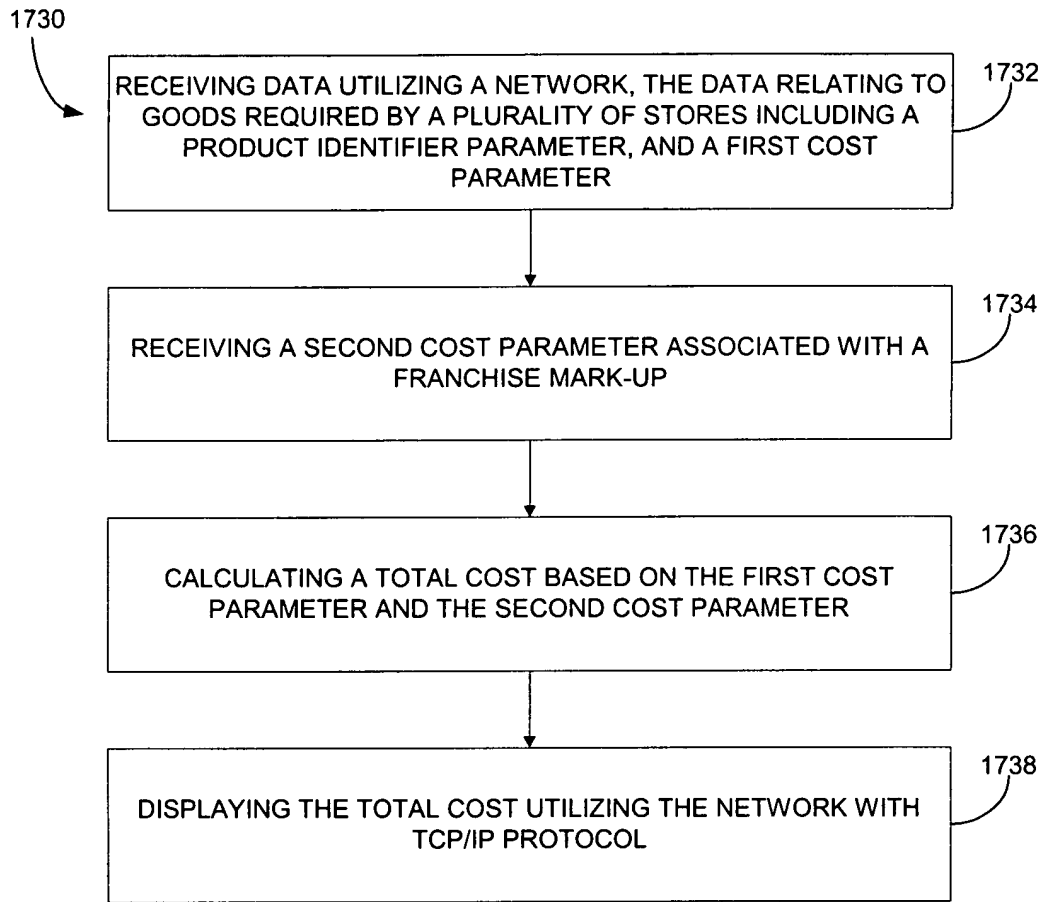


FIG. 17

09815489.032301

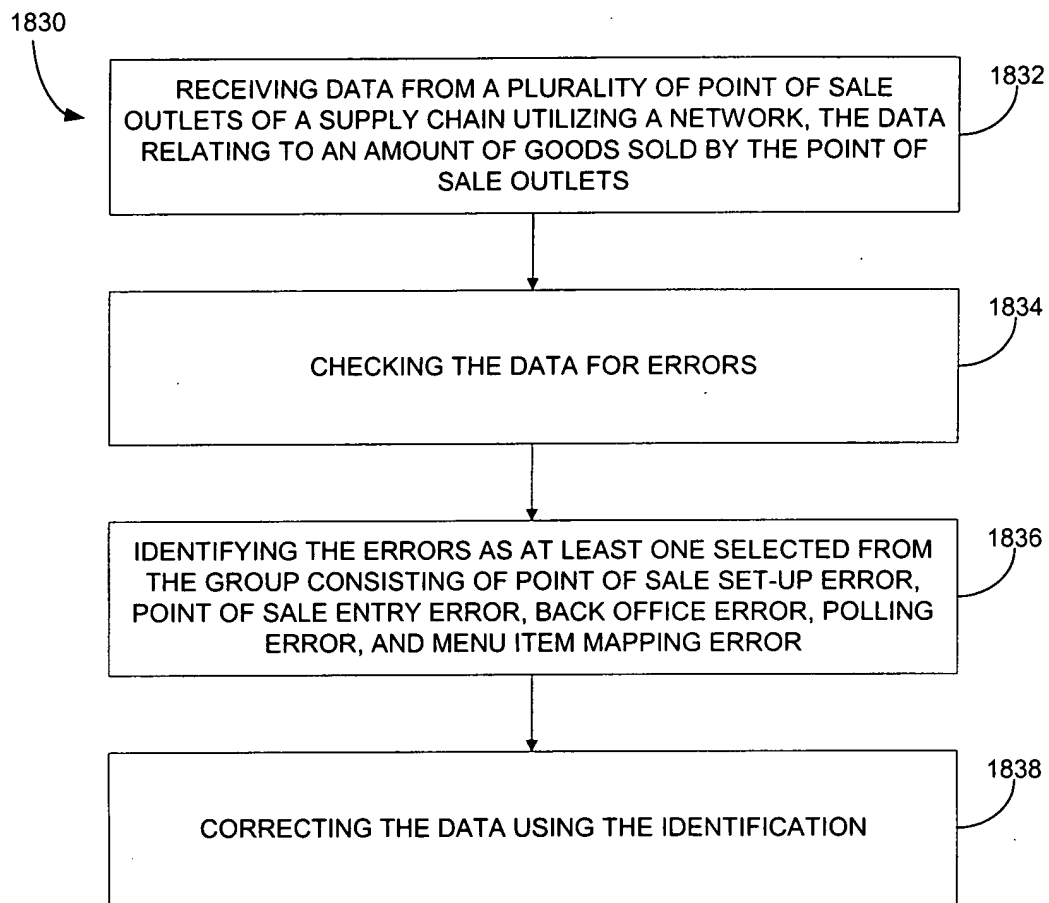


FIG. 18

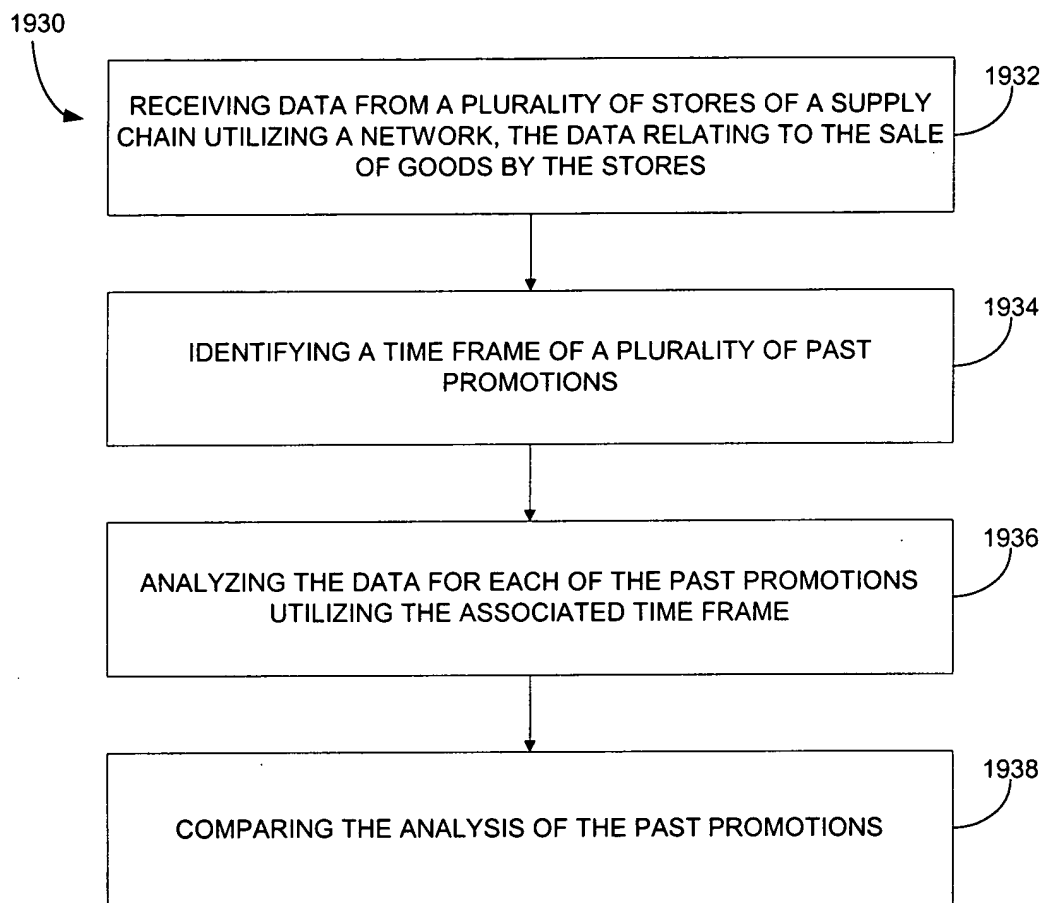


FIG. 19

FOREFORECASTING

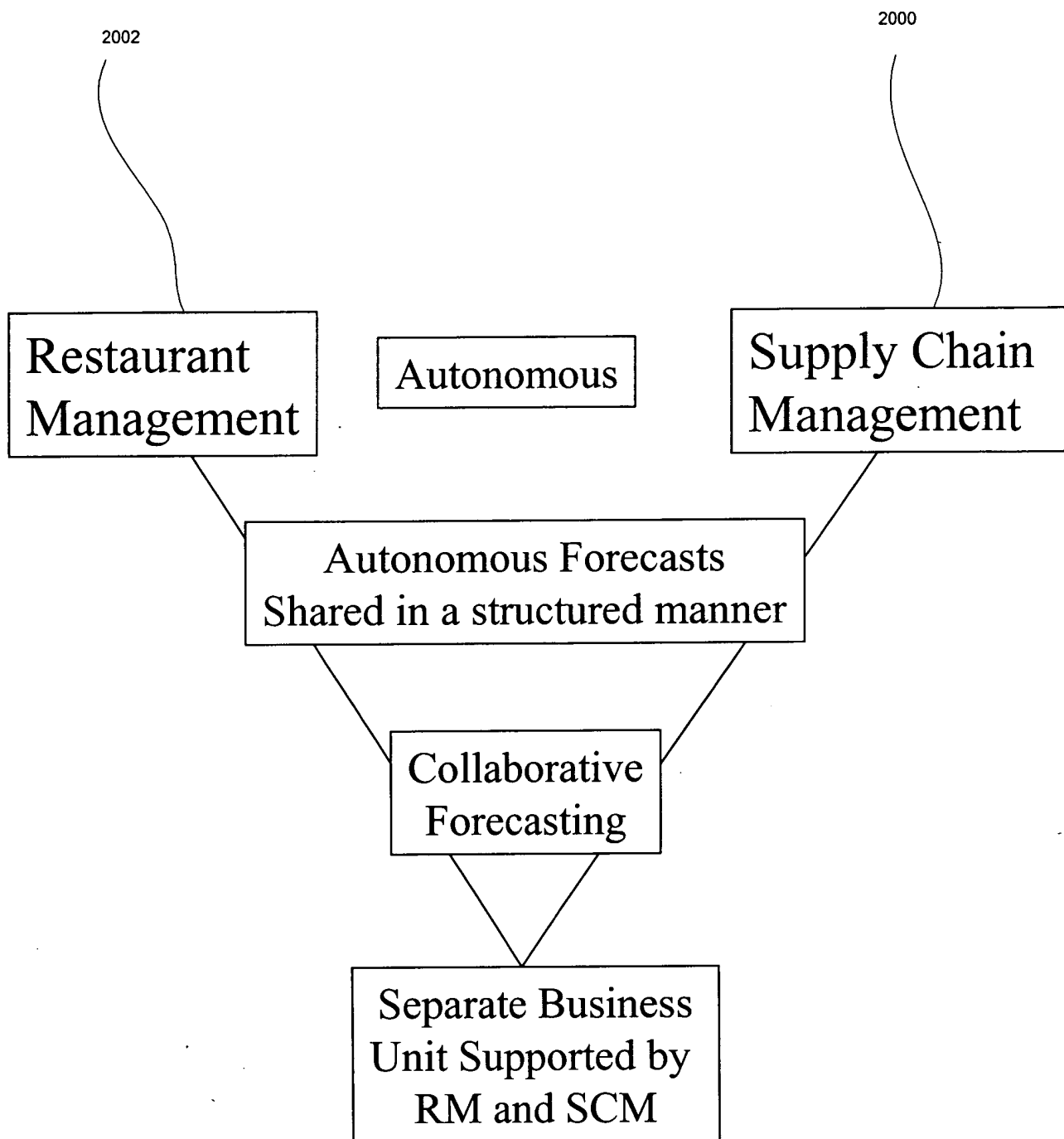
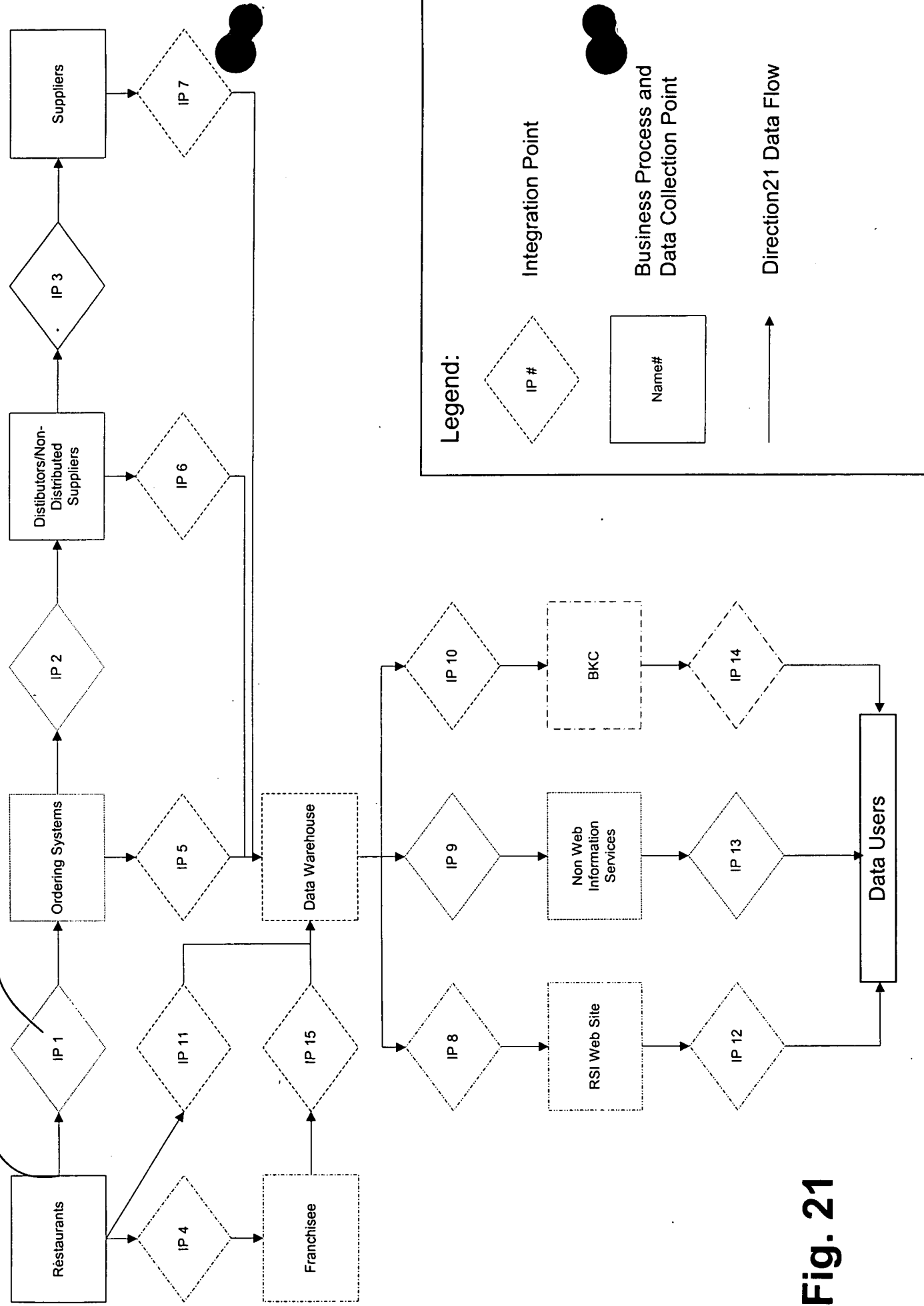


Fig. 20



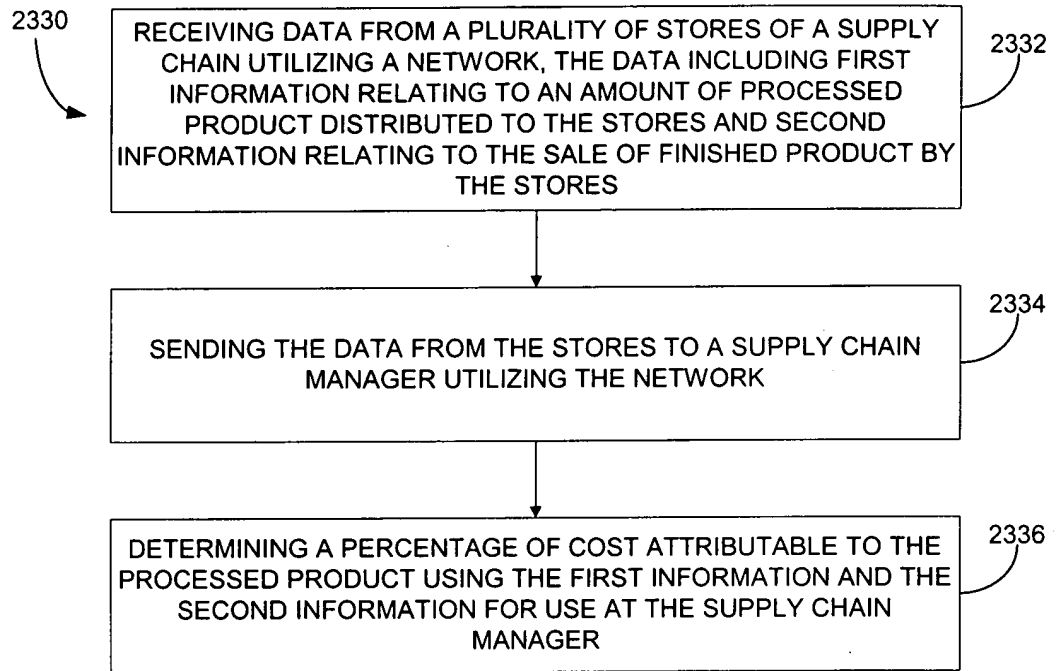


FIG. 23

FIG. 24

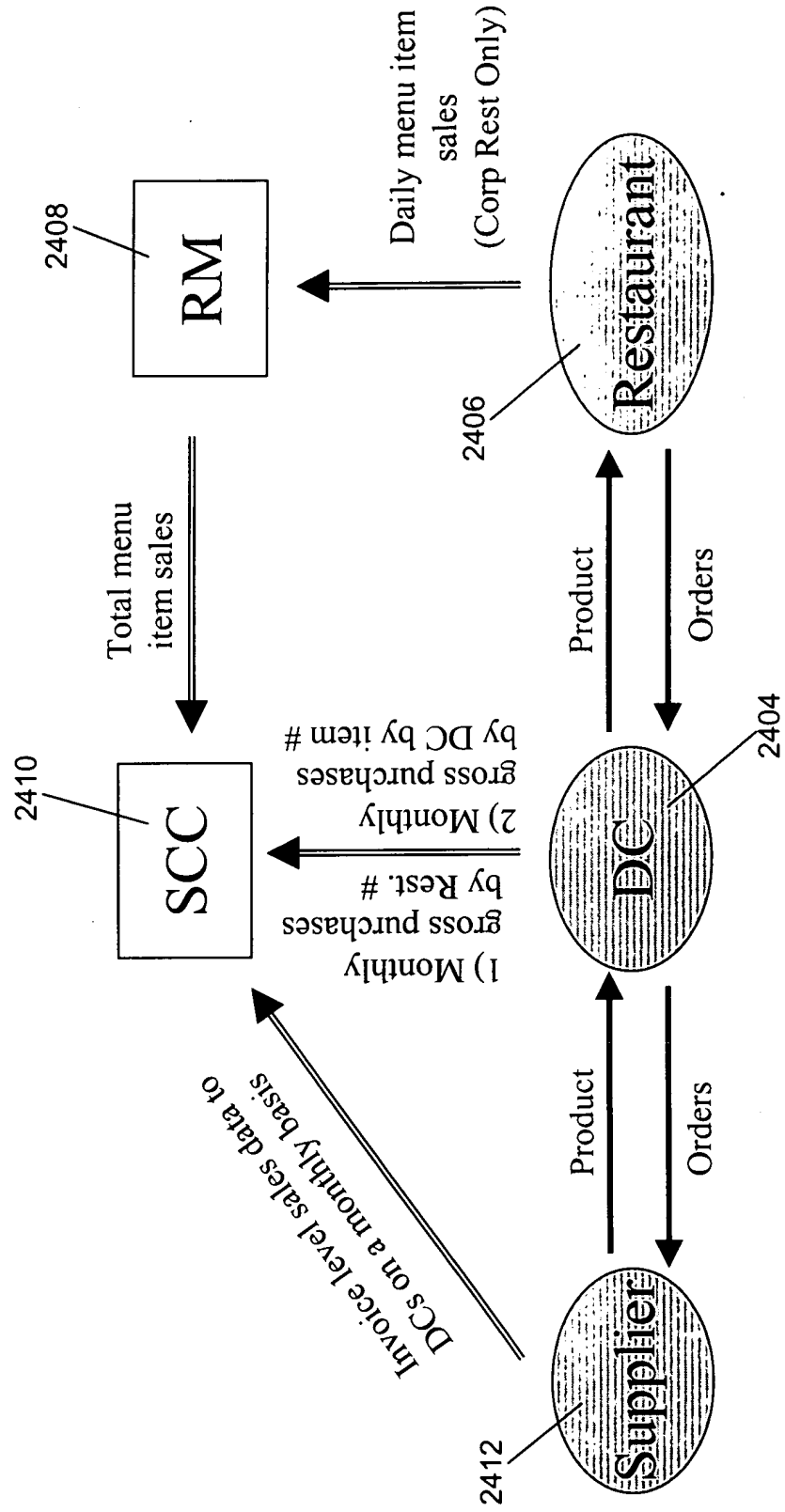


FIG. 25

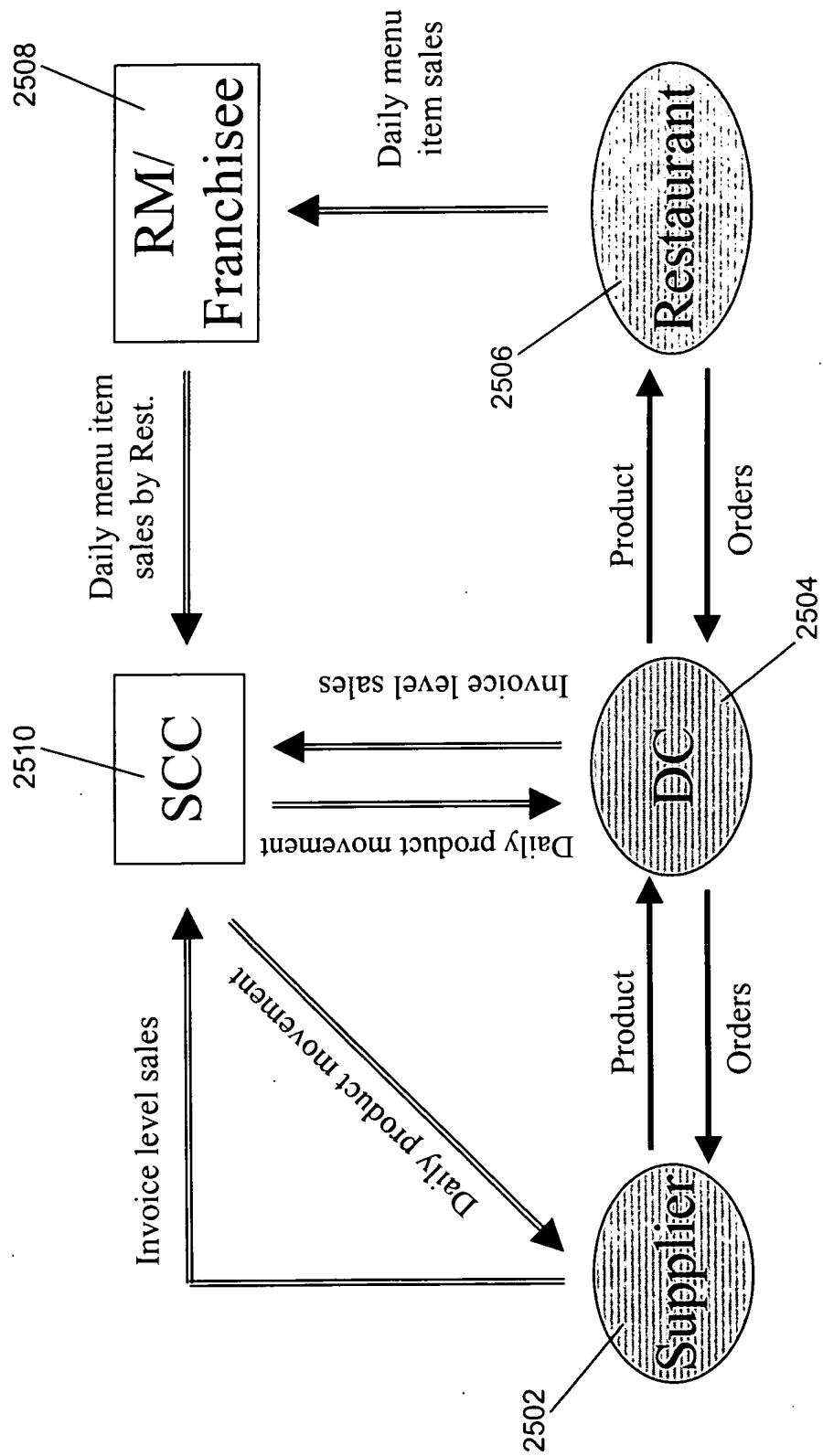


FIG. 27

2700

Promotional Monitor - System & Regional

| | | History | | | | Week #1 | | | | | | |
|--------------------------------------------------------------------------|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 |
| Menu Item Sales for Key Products (units/restaurant/week) | | | | | | | | | | | | |
| Category | Segment | | | | | | | | | | | |
| Whopper | WHOPPERS | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 |
| | WHOPPERS W/CHEESE | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 |
| | YVWM WHOPPERS | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 |
| Whopper Total | | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 |
| Total | | 1,309 | | | | | | | | | | |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% |
| | YVWM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% |

2702

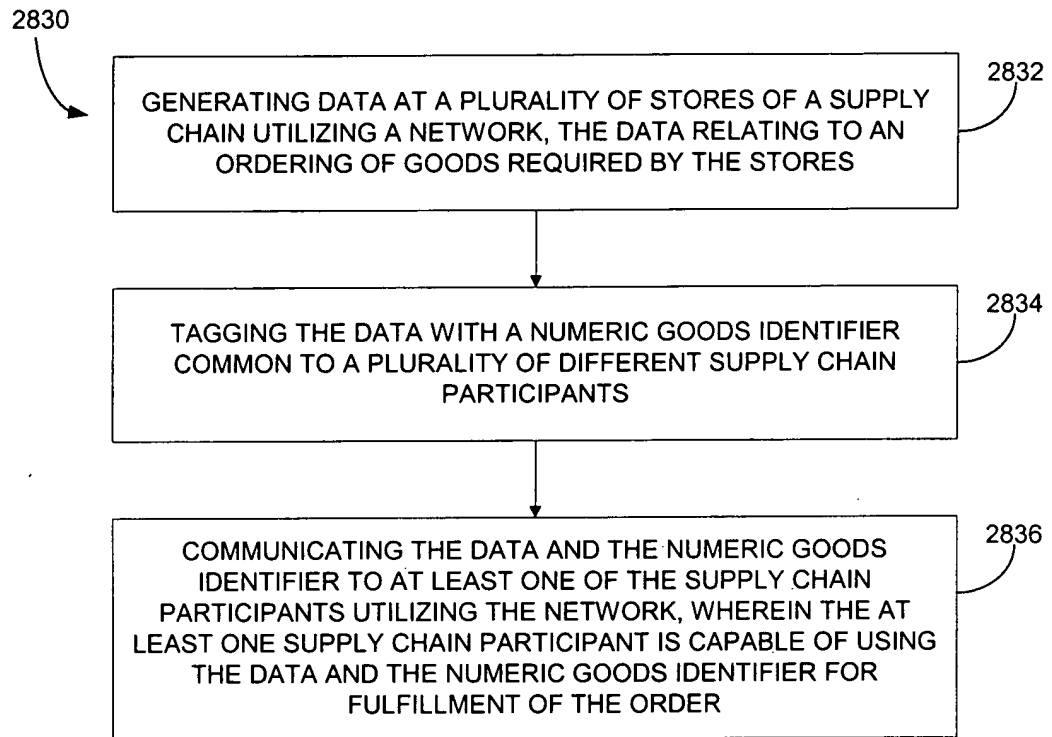


FIG. 28

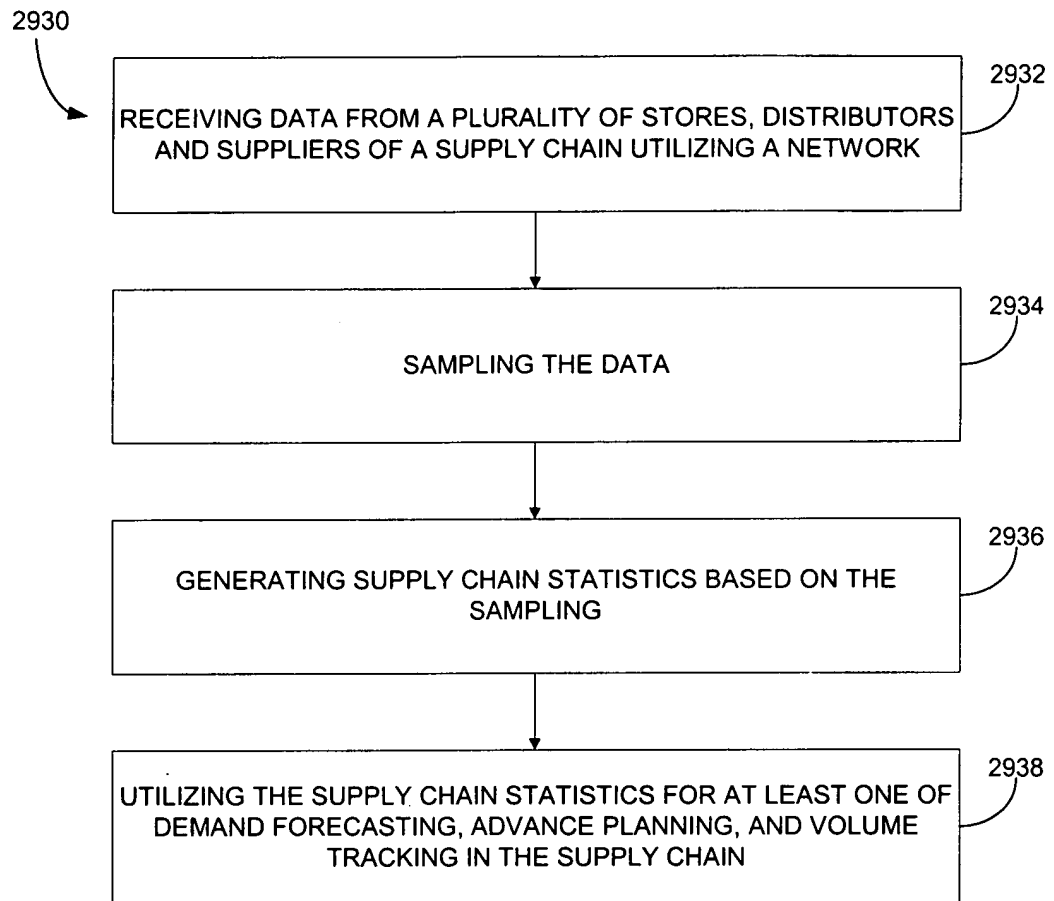


FIG. 29

TOE2EO" 6B7STB6D

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases: | 154 | 68 | 62 | 284 | | 568 |
| Percent | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | 0.86% |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases: | 990 | 70 | | 1060 |
| Percent: | 1.51% | 0.11% | 0.00% | 1.61% |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

| | |
|--------------------------|-------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|--------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

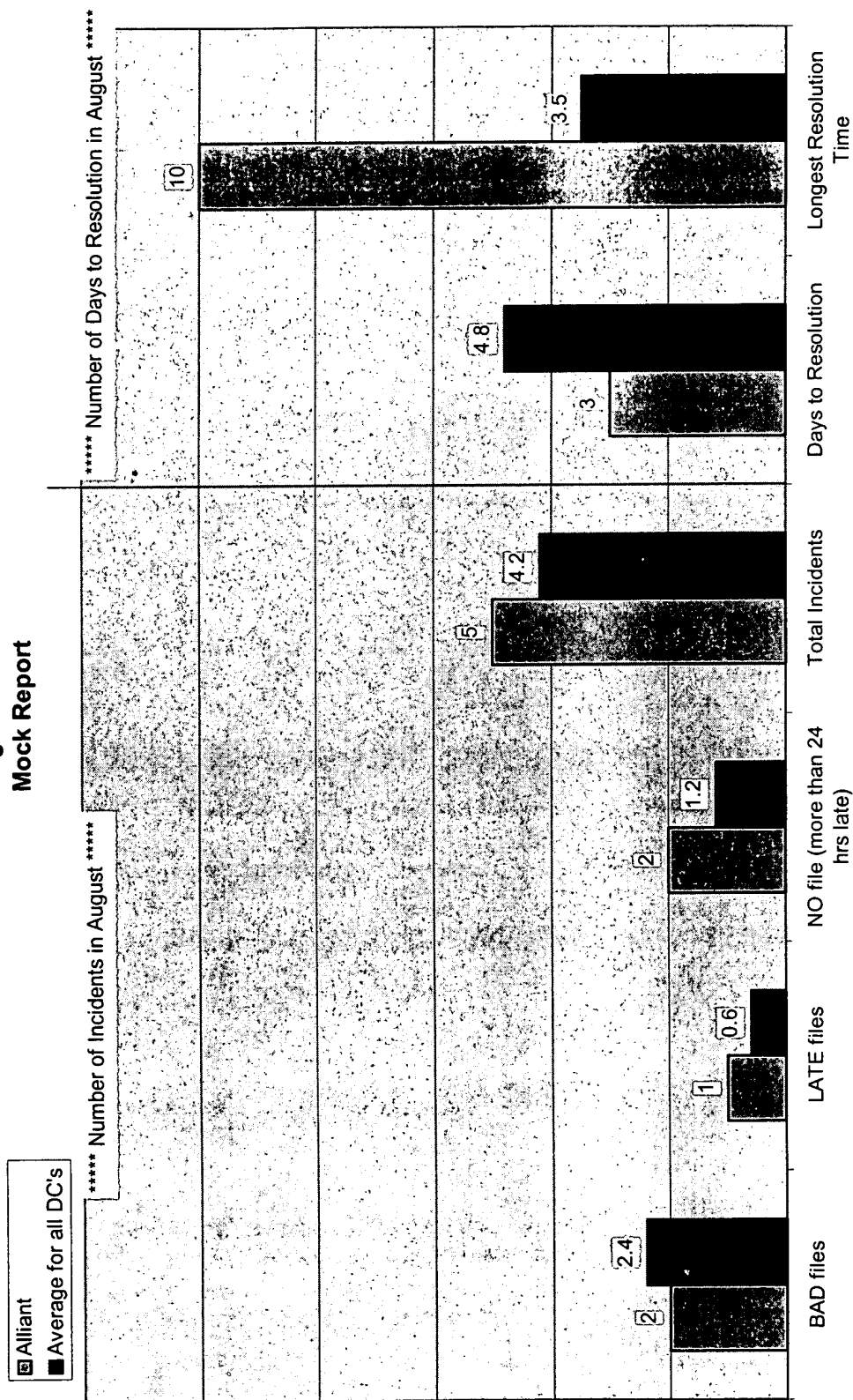


FIG. 31

FOREFEED "BATCHES"

3200



Service Level Reporting August

| | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant Paducah | 99.14% | 90.06% | |
| Alliant Topeka | | | |
| Alliant Wixom | 99.05% | 88.71% | |
| King Atlanta | 99.34% | 92.91% | 78.70% |
| King Jacksonville | 99.55% | 91.59% | 80.80% |
| King Louisville | 99.49% | 94.53% | 85.98% |
| Maines 29 Conklin | 99.41% | | 79.25% |
| Maines 30 Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | 99.38% | | 79.83% |
| MBM Fullerton | 99.13% | 92.15% | #DIV/0! |
| MBM Louisville | 99.54% | 92.88% | #DIV/0! |
| MBM Orlando | 99.74% | 93.60% | #DIV/0! |
| MBM Rocky Mount | 99.13% | 92.48% | #DIV/0! |
| McGabsis | 99.80% | 99.72% | 88.64% |
| McLane Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | 99.66% | 88.04% | 85.37% |
| PFD Supply | 99.16% | 90.79% | 80.12% |
| PEG Victoria | 99.42% | #DIV/0! | |
| PVA Monarch | 99.20% | 87.73% | |
| Reinhart Cedar Rapids | 99.05% | 93.85% | |
| Reinhart Oak Creek | 99.31% | 95.19% | |
| Reinhart Rogers | 99.50% | 85.49% | |
| Restaurants NW | 99.03% | 99.07% | 80.47% |
| Shamrock Commerce City | 99.54% | 94.68% | 85.13% |
| Shamrock Phoenix | 98.81% | 83.98% | |
| Sigma Harrisburg | 99.69% | | 82.88% |
| Sigma Stockton | 99.69% | | |
| Sysco | 99.68% | 100.00% | 92.47% |

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 98.50% | 90.00% | 80.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |
| Didn't meet BK Min. |

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

| |
|------|
| 4 |
| 95% |
| 1.7 |
| 95% |
| 0.93 |

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

| |
|----|
| 19 |
| 22 |
| 40 |
| 32 |

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

| |
|-----------|
| 12 |
| \$ 30,152 |
| \$ 3,594 |
| \$ 33,746 |

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

| |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25% |

Invoice Accuracy:

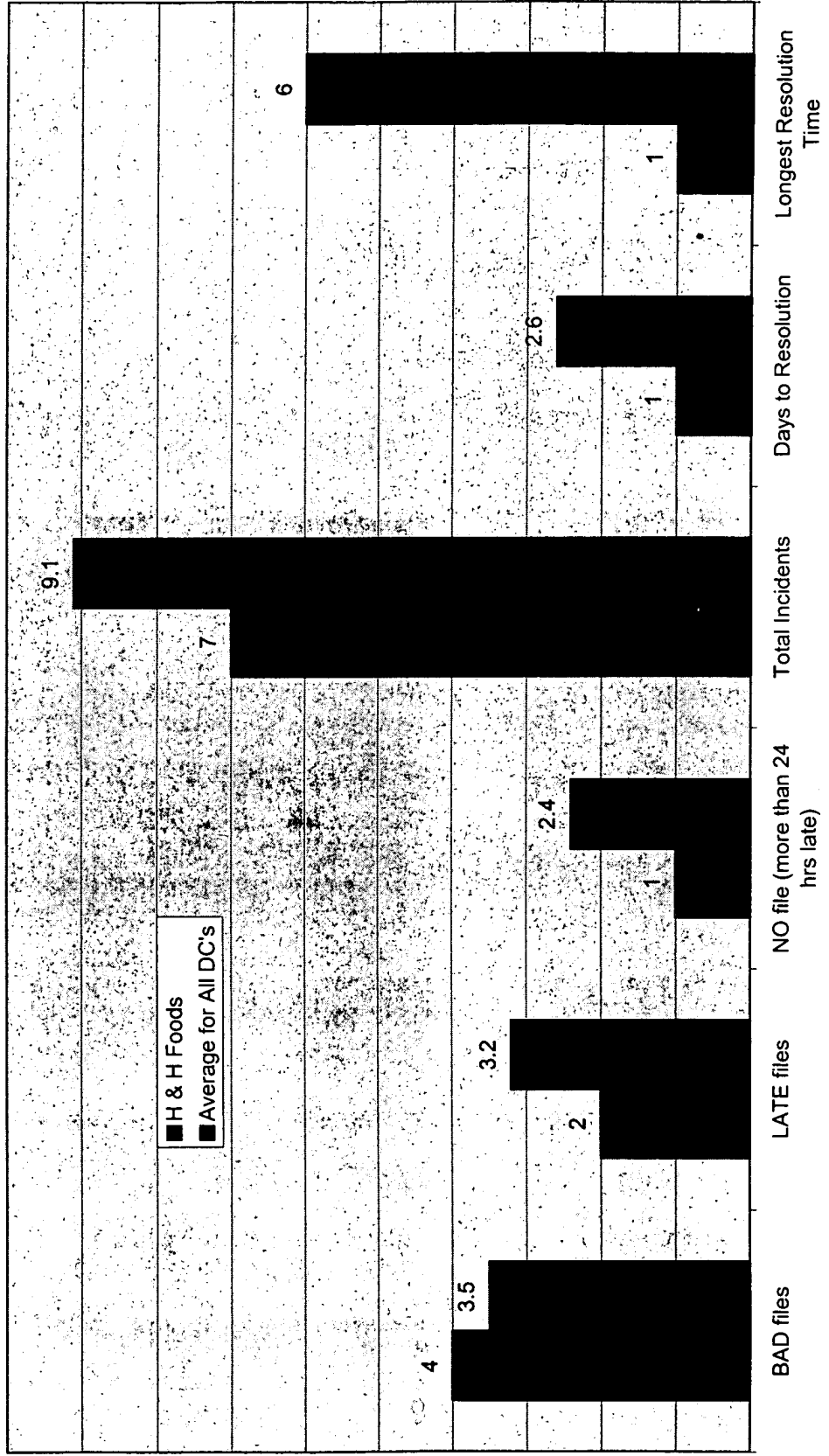
Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

| |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →





3500

FIG. 35

Service Level Reporting
November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|--------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | \$11904 | | 2833% |
| COMARKINSTRUMENTS INC. | \$4886 | | |
| WHITE OOD FOODS INC. | \$0 | 978% | 241% |
| LEPAGE BAKERY/COUNTRY KITCHEN | \$3700 | | |
| NGR SYSTEM MEDIA | \$0 | 921% | 216% |
| SIGNATURE MEATS GROUP | \$0 | | 1194% |
| SCHWELB BAKING CO | \$0 | 951% | 1150% |
| MAUICUP | \$0 | | |
| MIRAPLASTICS | \$0 | | 1125% |
| DIXIE PRODUCE & PACKAGING | | | |
| NORWAKE INC. | | | |
| FORT JAMES OPERATING COMPANY | \$0 | | 1146% |
| FRESH ADVANTAGE, INC. | \$0 | 886% | 1190% |
| SILVER KING MNE CORP | | | |
| INSON FOODS | \$0 | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | 2144% |
| GLOUGHERY PACKING | | 946% | 2151% |
| BEVERAGE AIR | \$0 | 934% | |
| COMPONENT HARDWARE GROUP, INC. | | | 2106% |
| COCACOLA USA | \$0 | | |
| TOASTMASTER | \$11909 | | |
| GRANT COUNTY FOODS | | 935% | 1155% |
| FRESH EXPRESS | \$0 | 963% | 2920% |
| TAYLOR FARMS | | | |
| MODULAR DISPENSING SYSTEM | \$0 | | 1104% |
| CENTURY PRODUCTS, LLC | \$31428 | | |
| ROSE PACKING COMPANY | | 933% | 2198% |

| | | | |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| | |
|--|----------------------|
| | OK |
| | Didn't meet RSI Min. |

3600

Mock Report/1

| | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|------------------------------------------------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Food Cost Index | | | | | | | | | |
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | 0.30 | | | | | | |
| Good/(Bad) | | | | | | | | | |
| Total Dollar Purchases (in Millions) /2 | | | | | | | | | |
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.
/2 Based on FY 99 Sales Volumes

FIG. 36

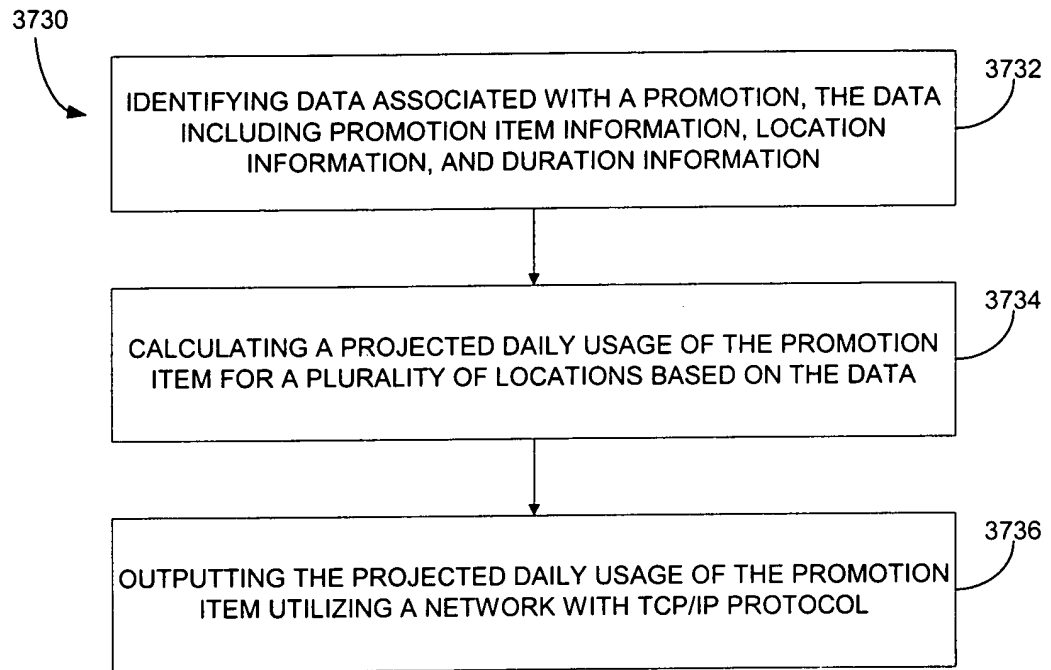


FIG. 37

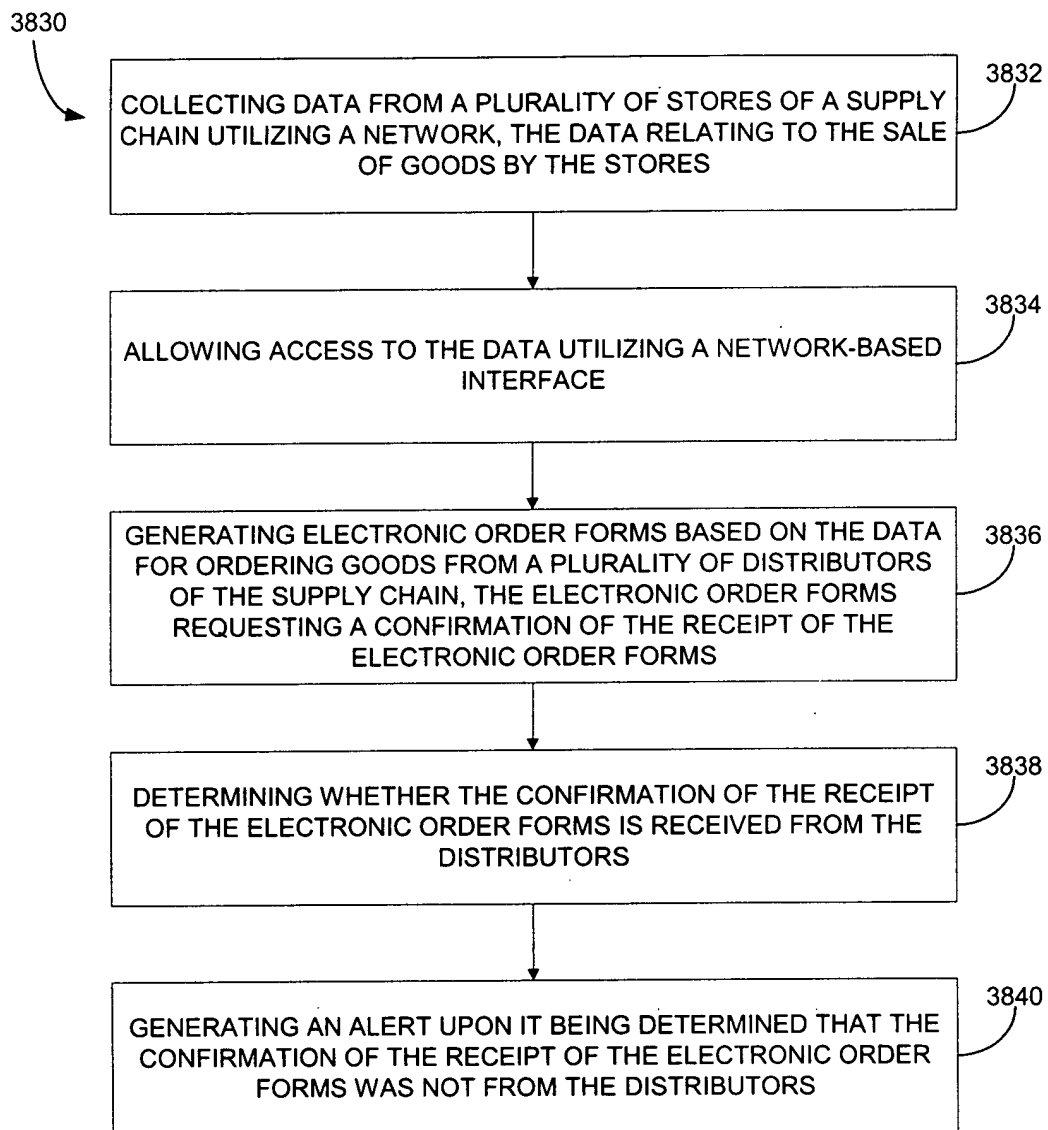


FIG. 38

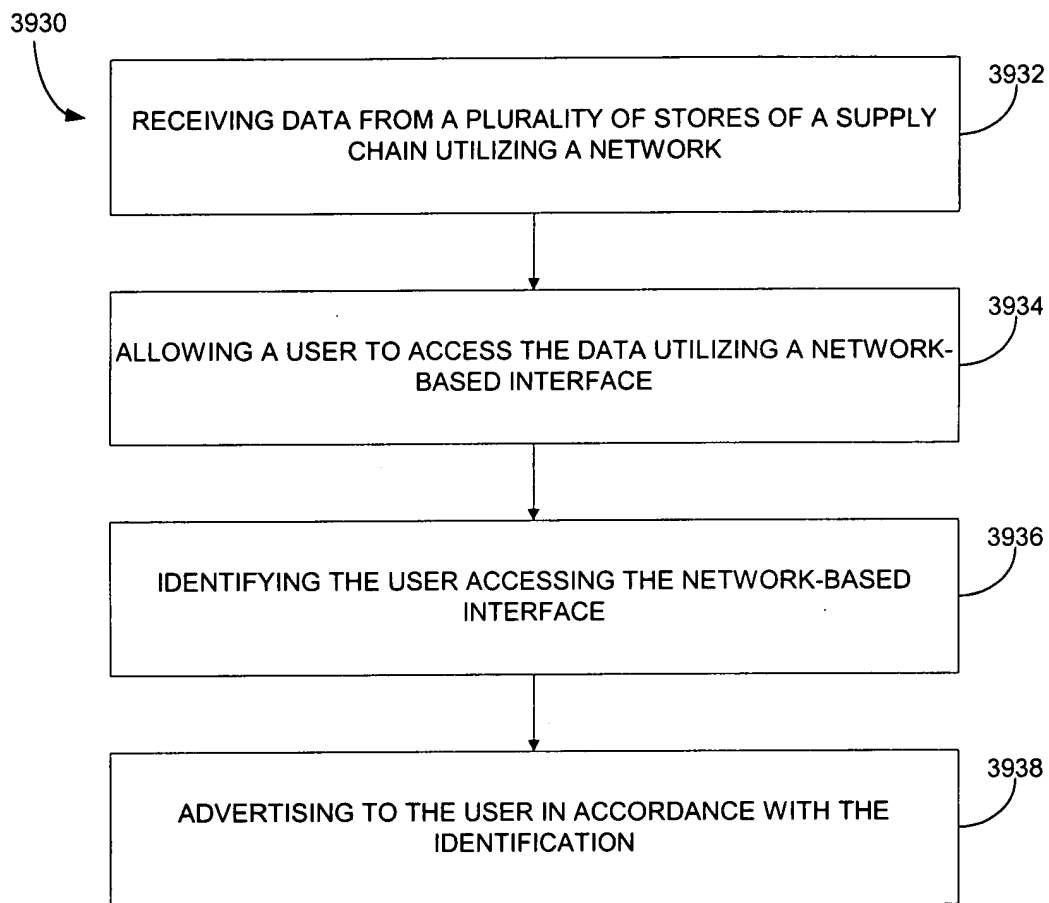


FIG. 39

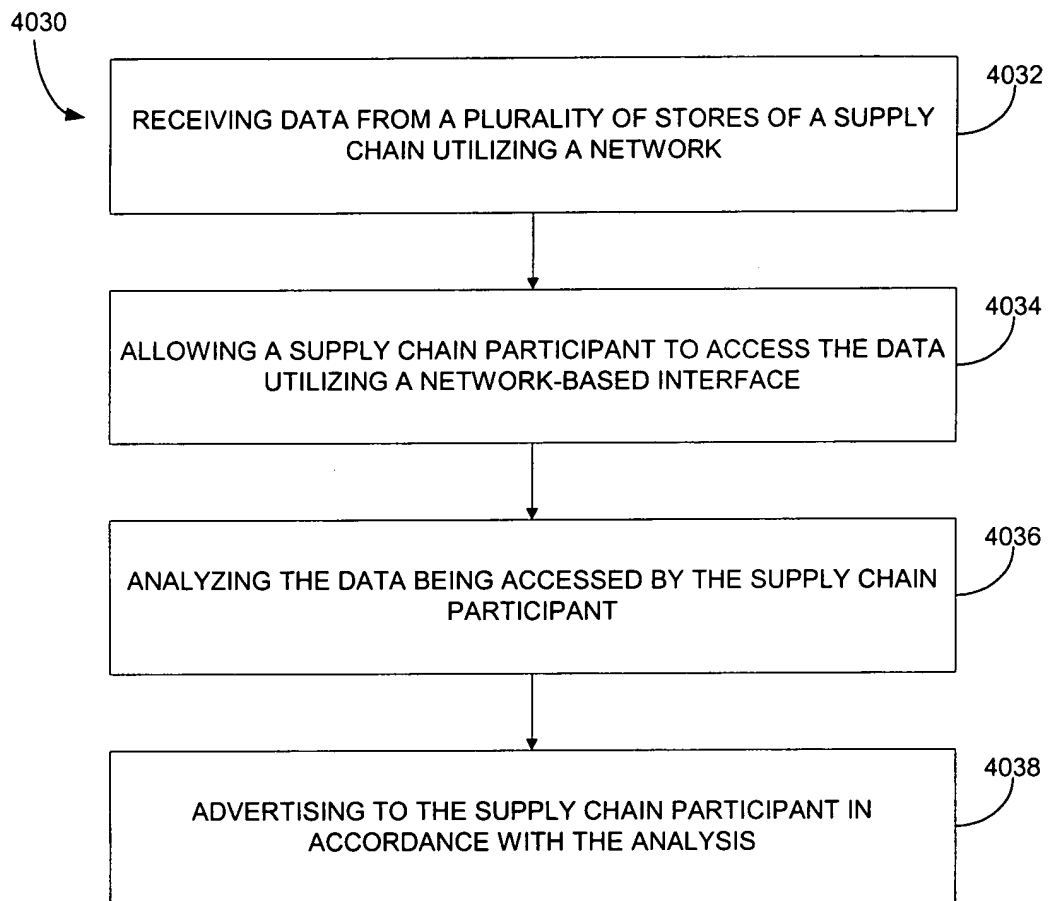


FIG. 40

FIG. 41

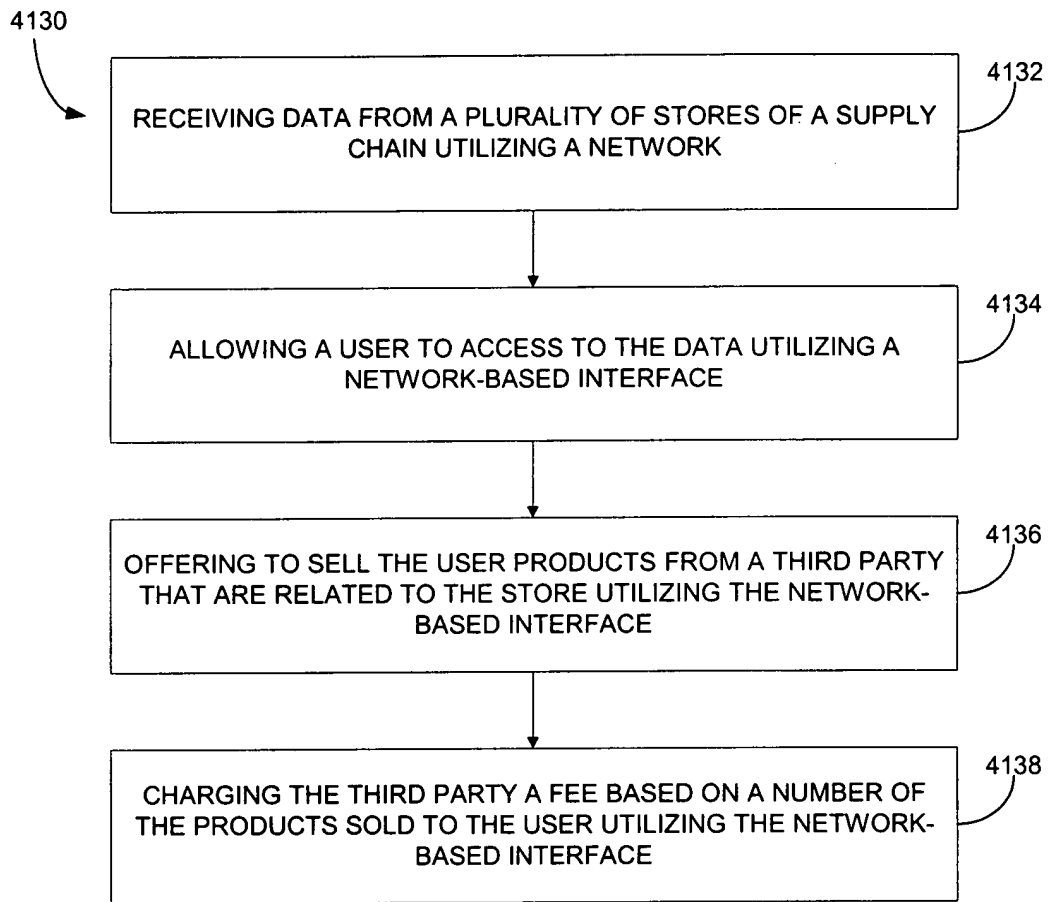


FIG. 41

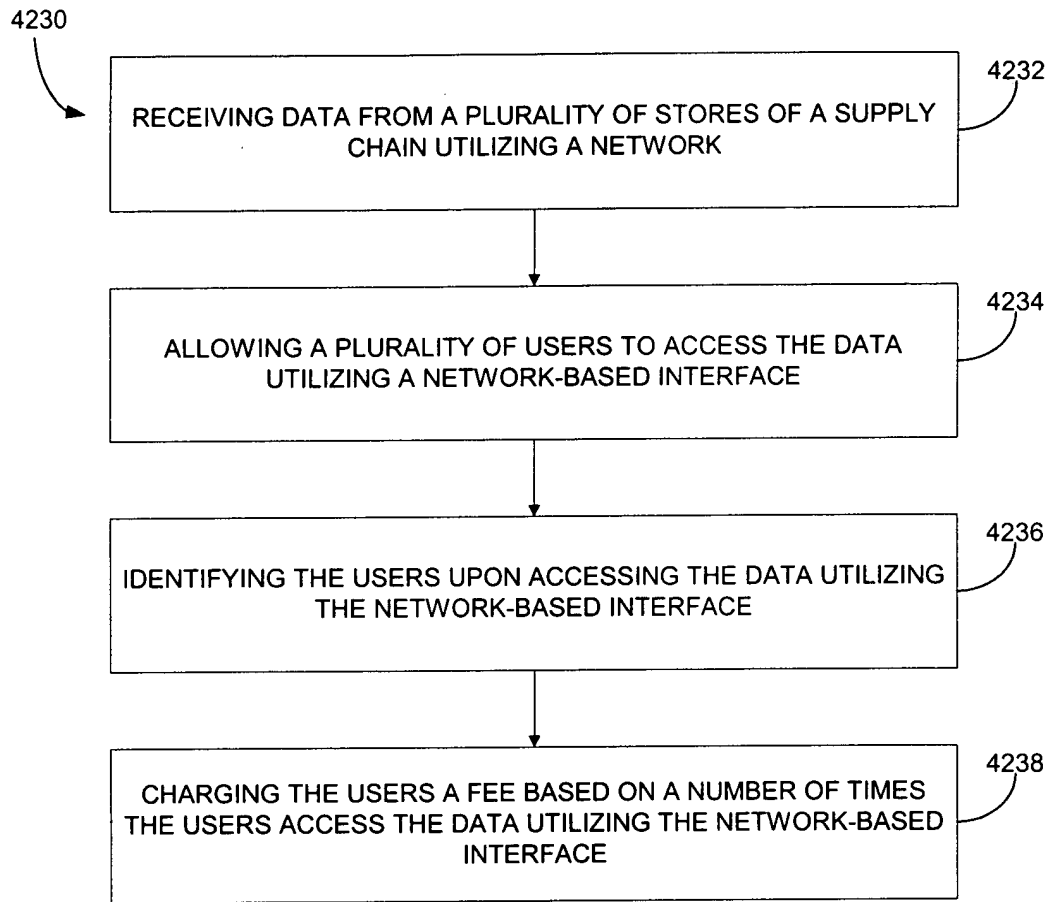


FIG. 42

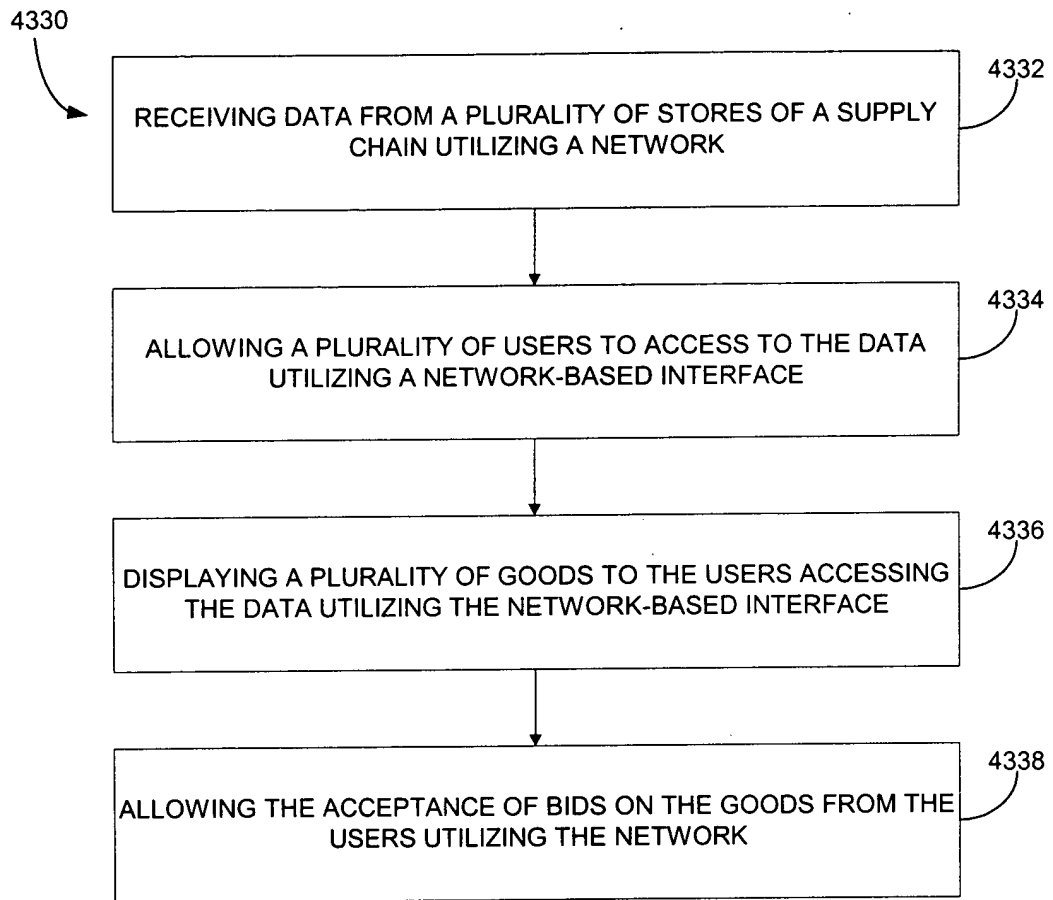


FIG. 43A

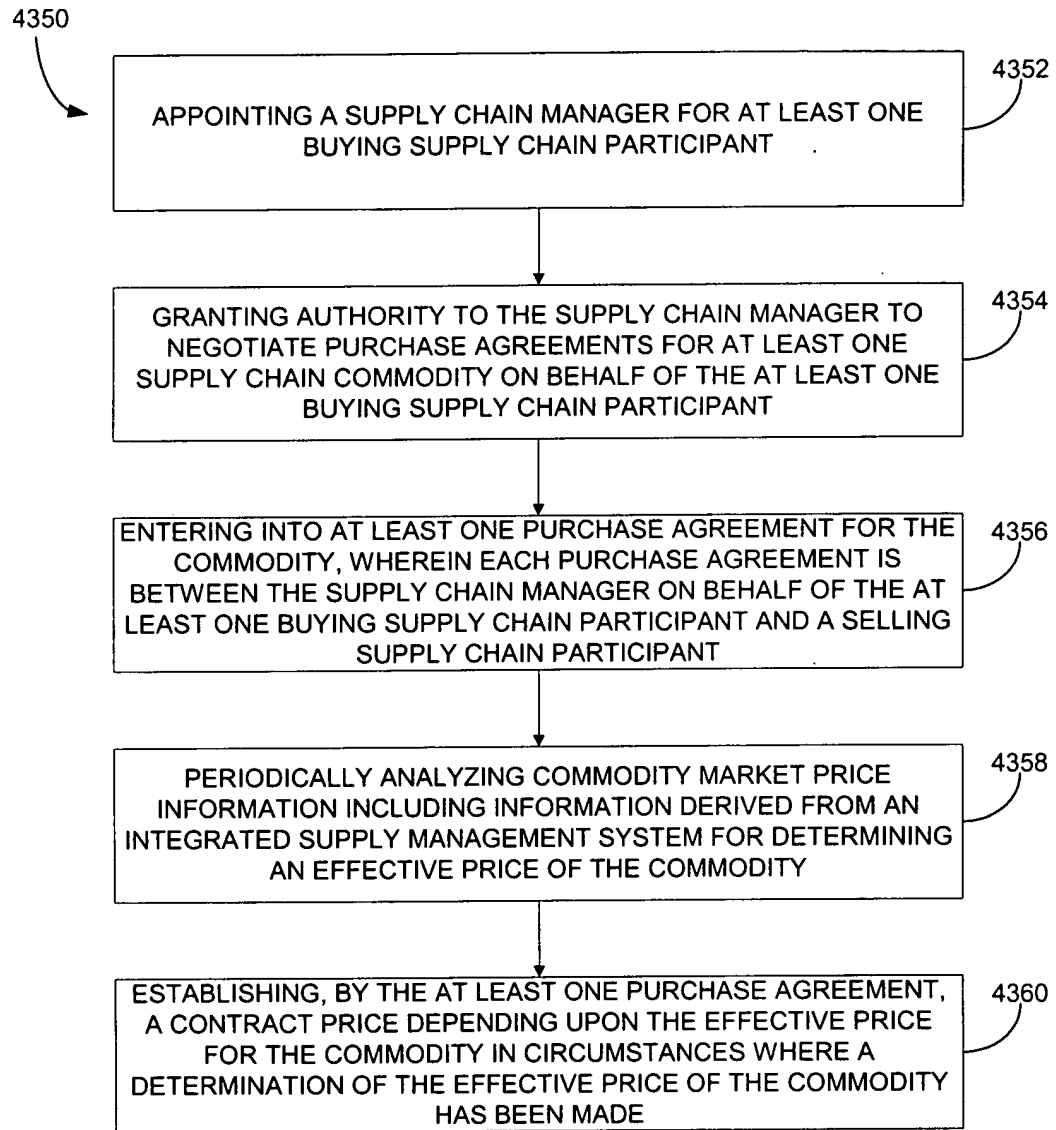


FIG. 43B

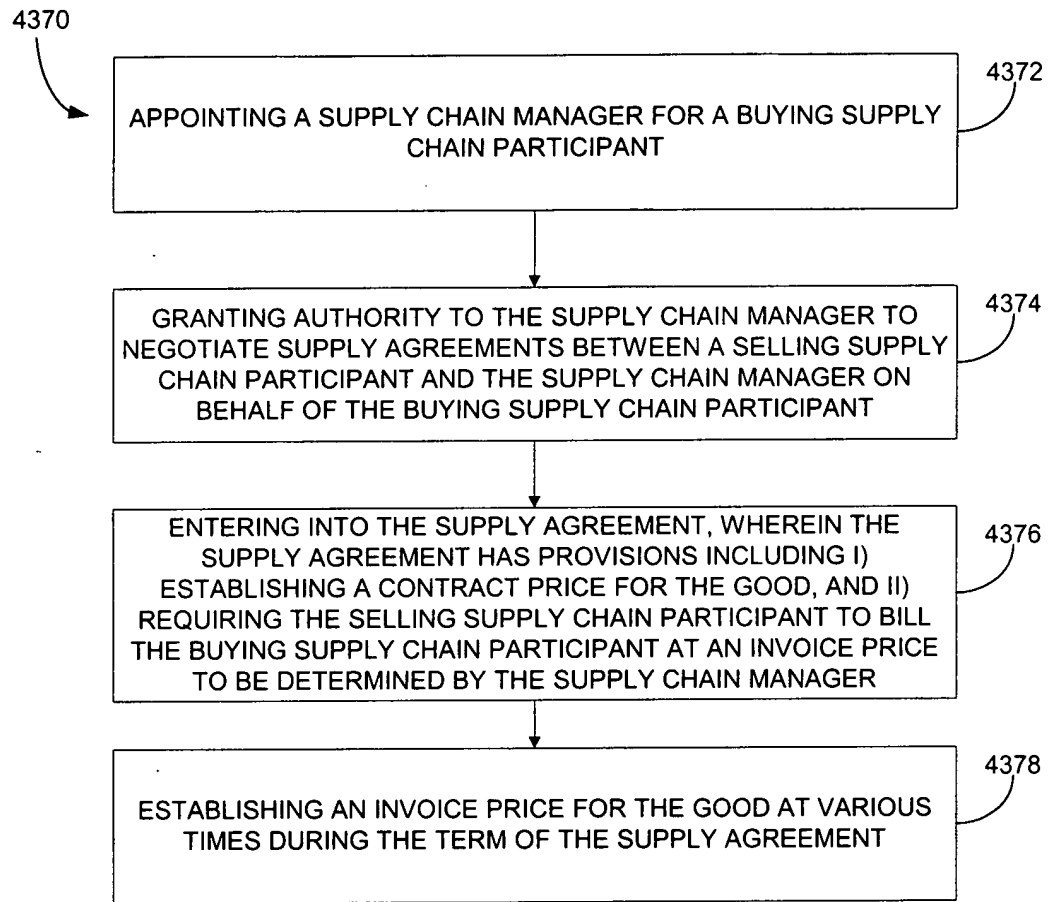


FIG. 43C

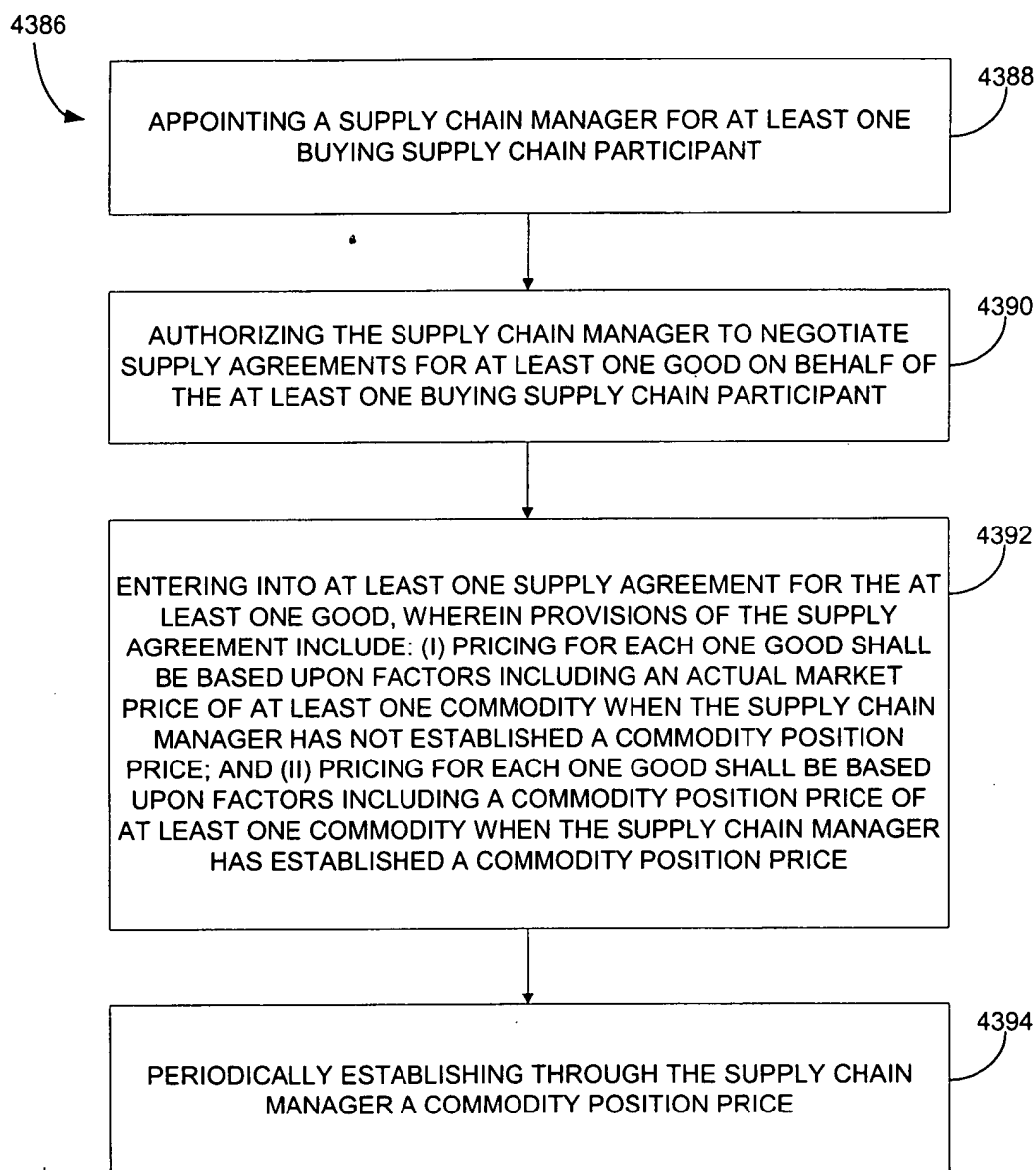


FIG. 43D

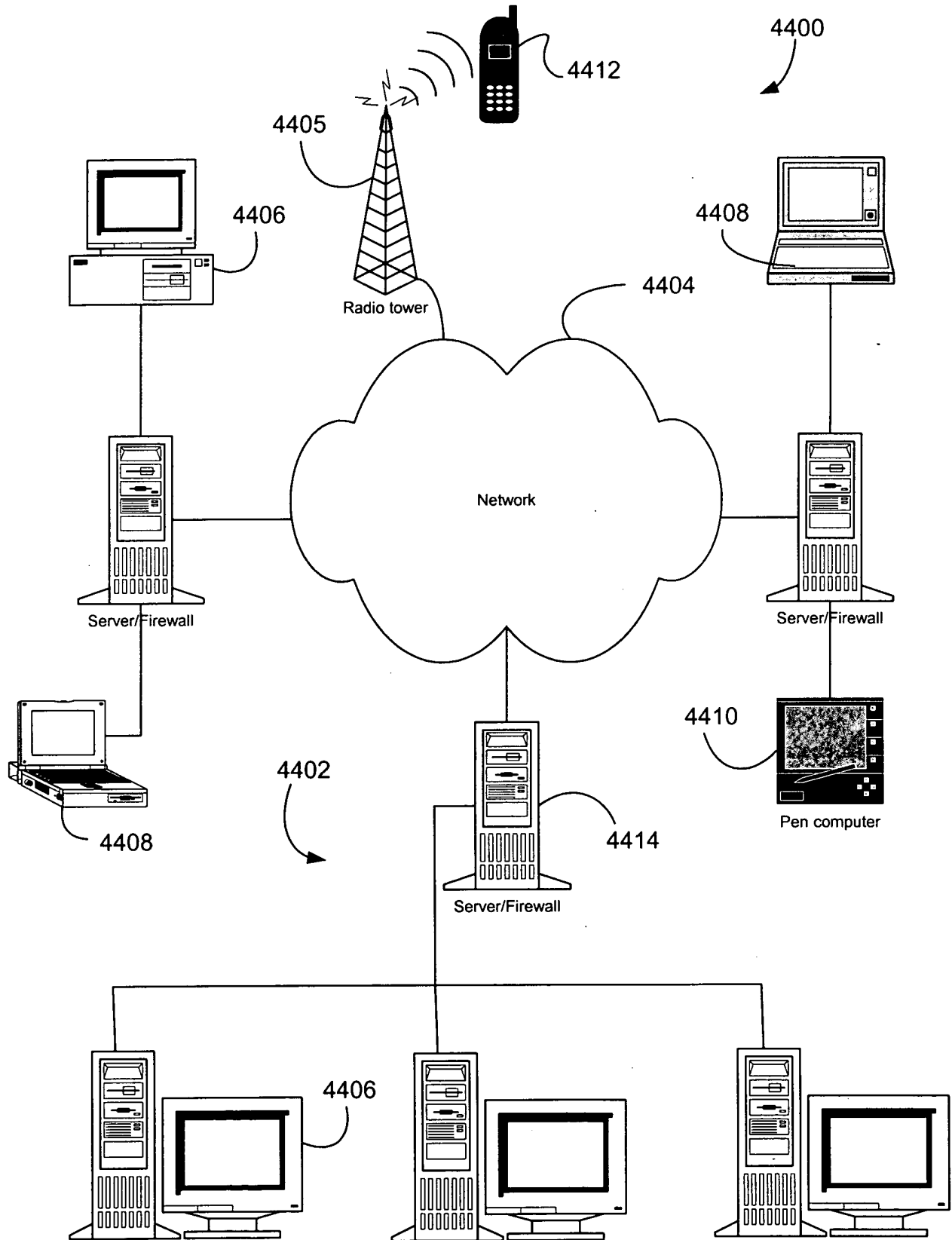


FIG. 44

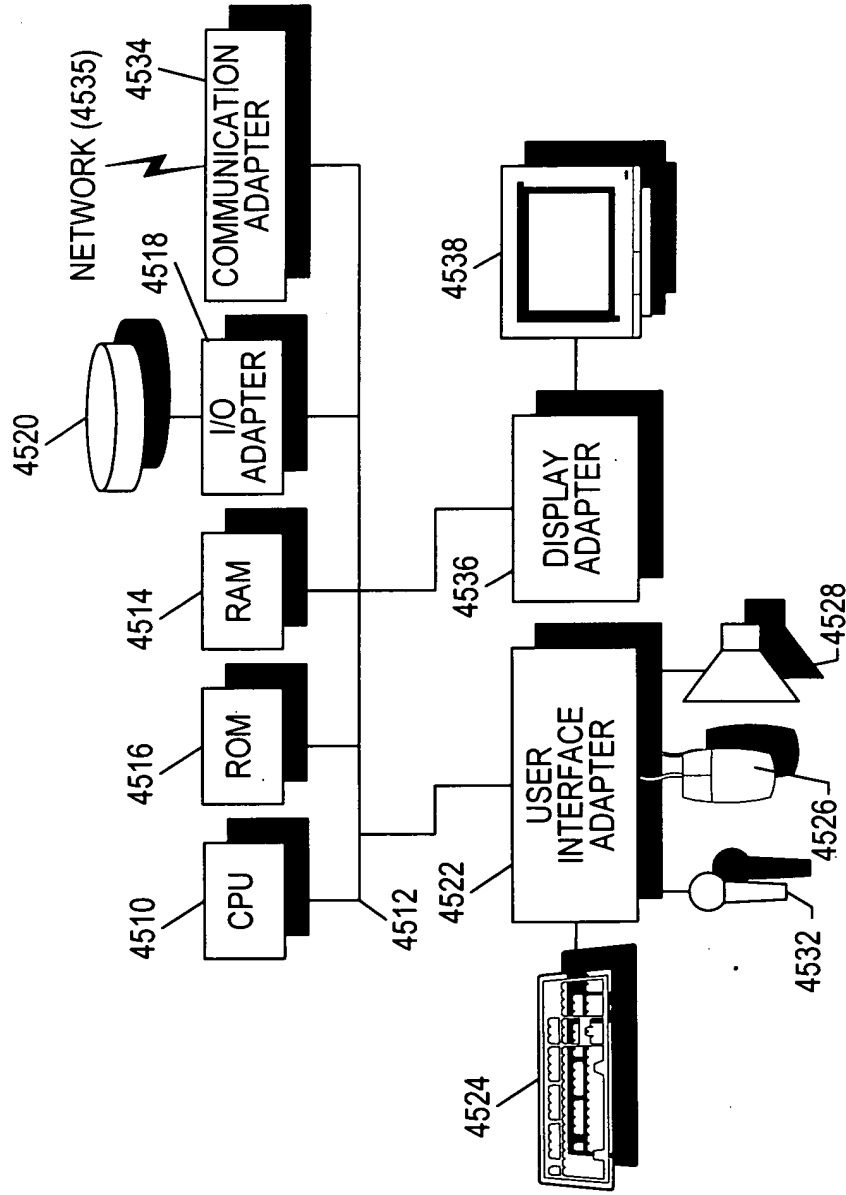


FIG. 45

09815489-032304
FIG. 46

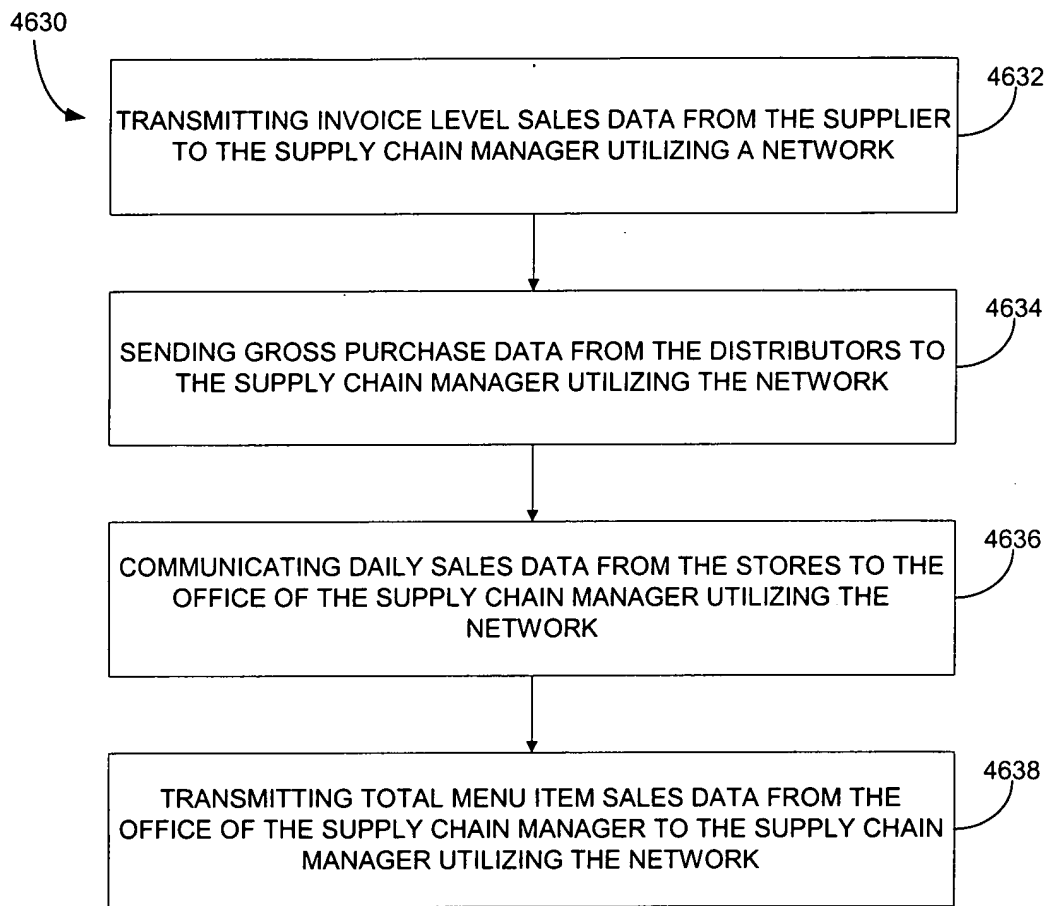


FIG. 46

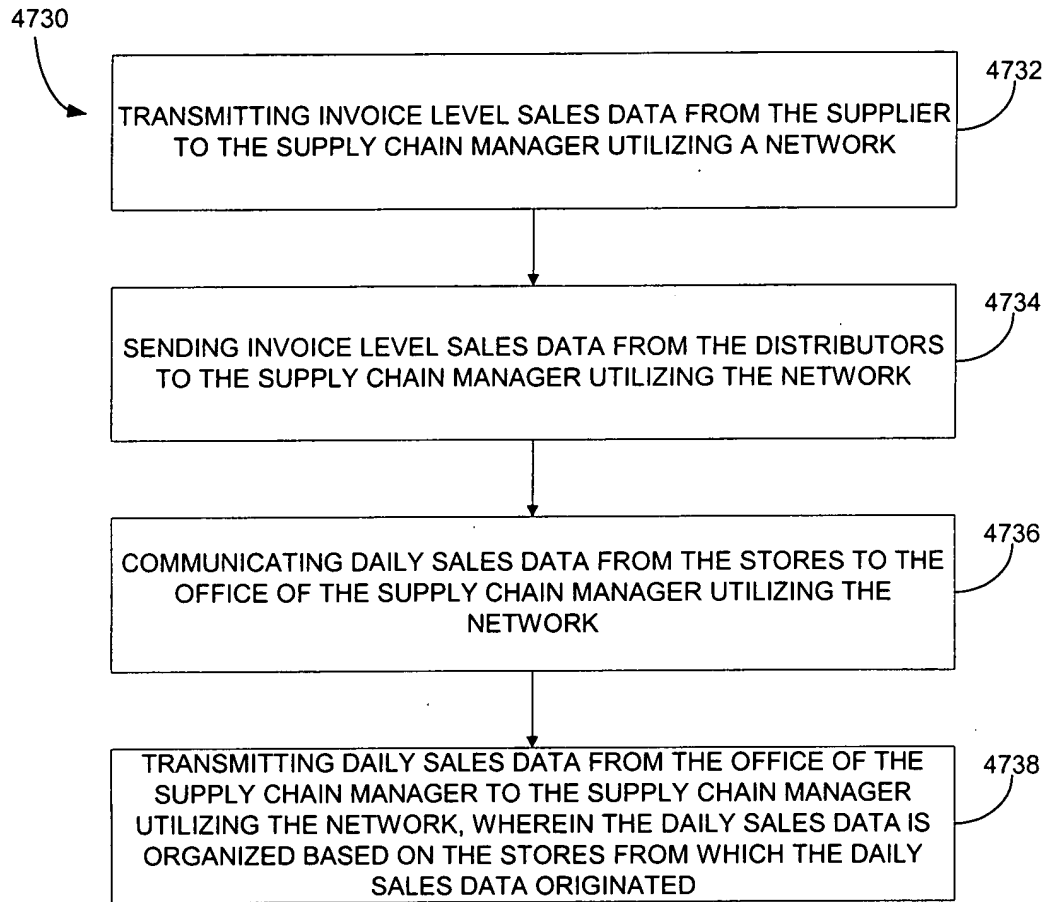


FIG. 47

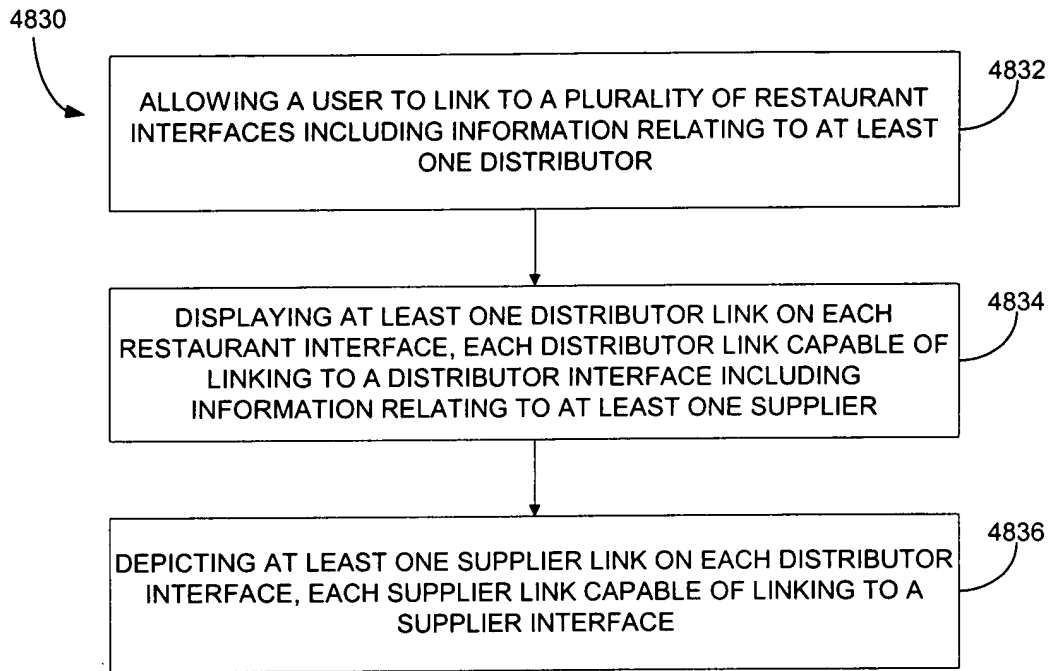
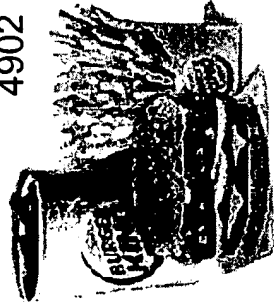


FIG. 48

Restaurant Services, Inc.
BURGER KING® System Independent Purchasing & Distribution Service Co-op

RSI

4902



User Name Password

Franchisee

[Click For Help](#)

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

[Contact Information](#)
[Map/Directions](#)
[General Information](#)
[Legal Information](#)
[More About RSI](#)
[Help](#)
[BKC link](#)
[NFA link](#)






FIG. 49

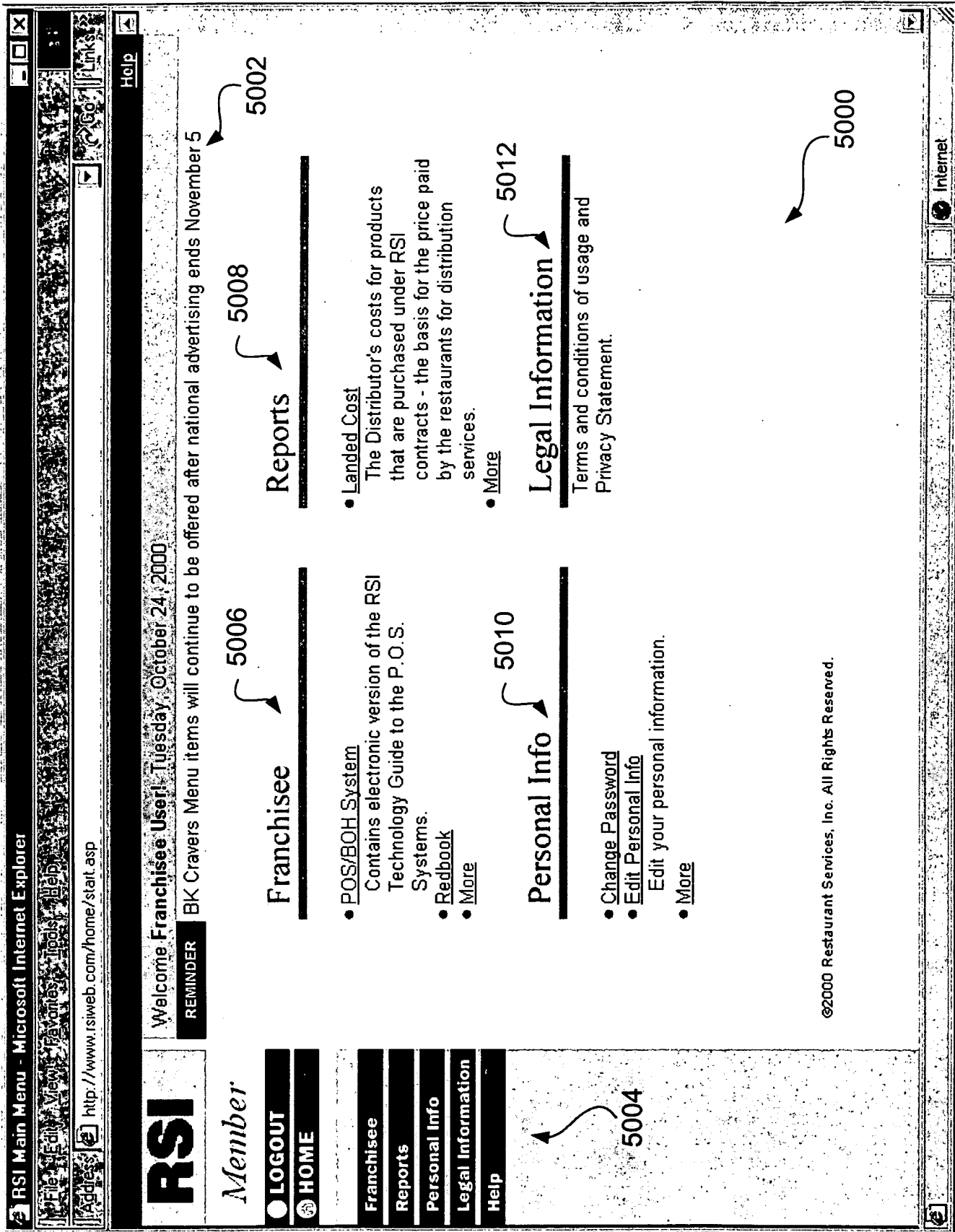


FIG. 50

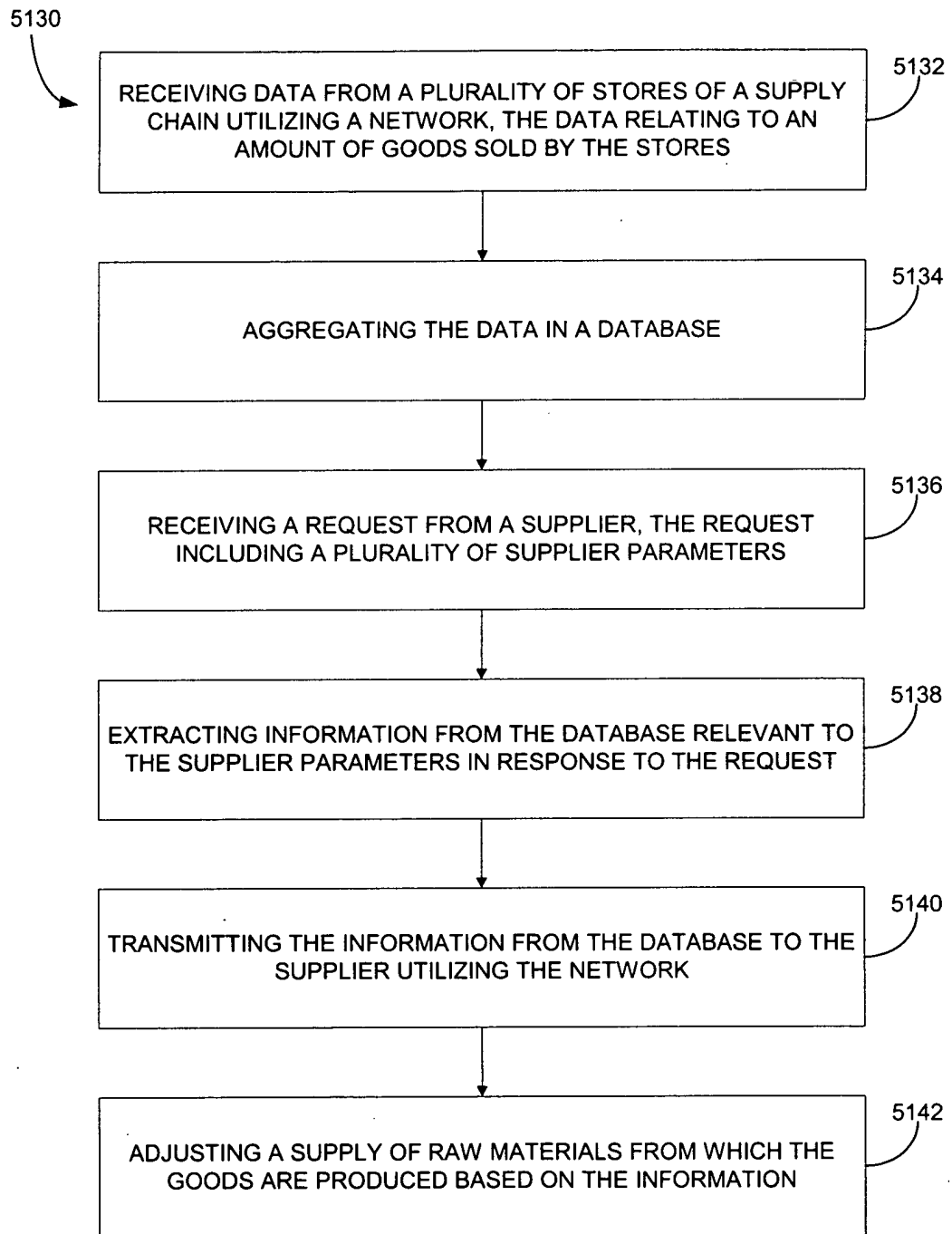


FIG. 51

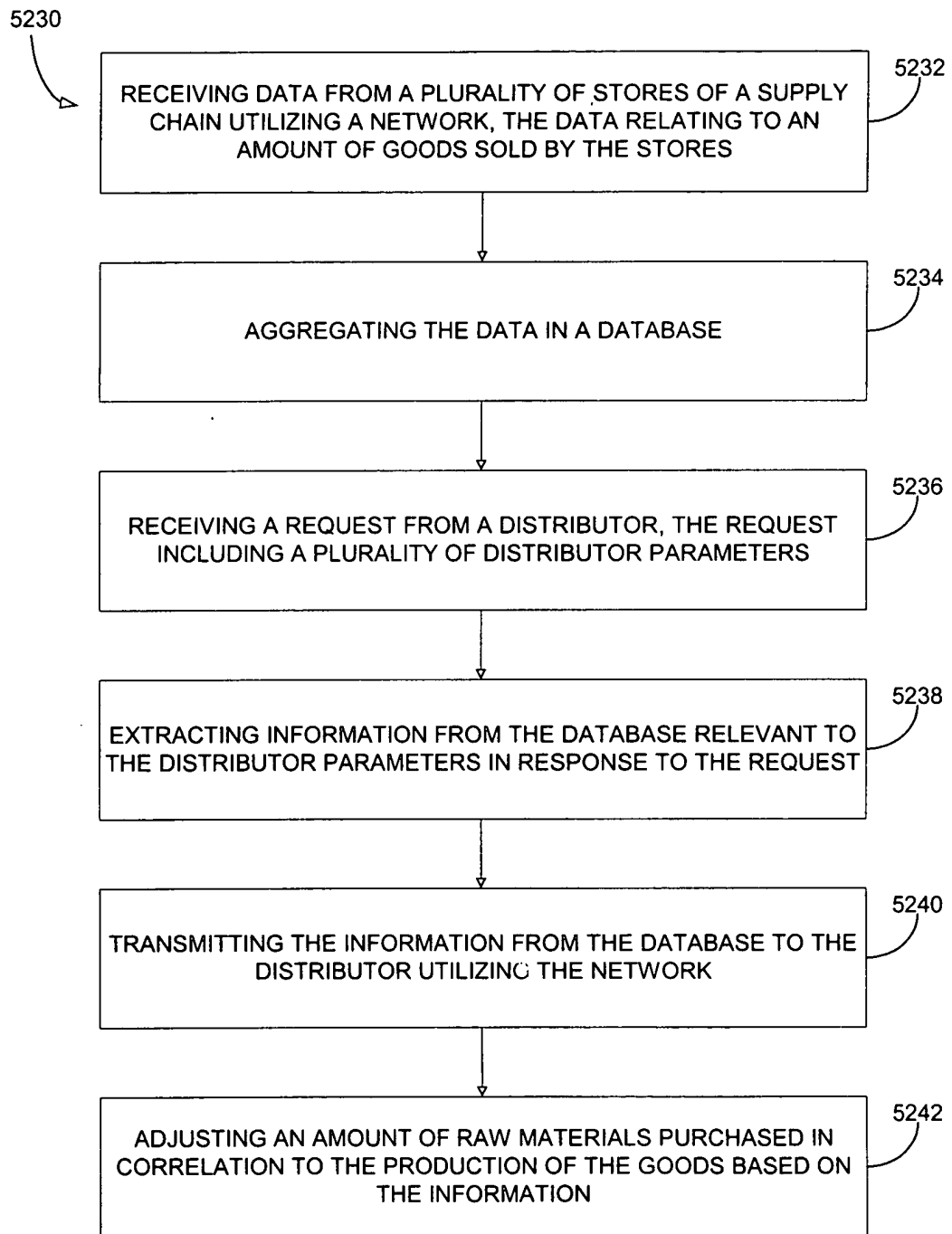


FIG. 52

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

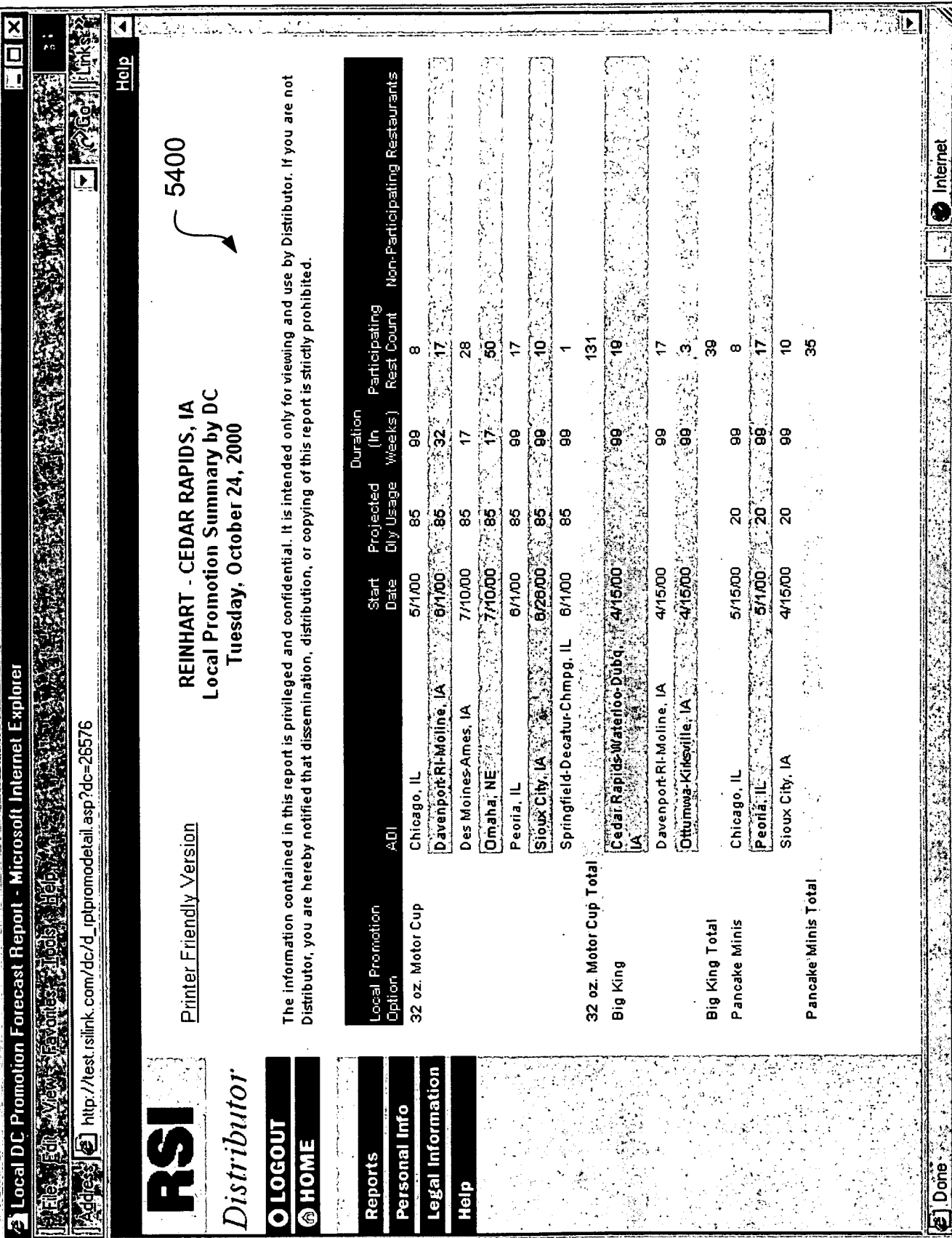
5300

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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| DC Item No | | | Item Description | % Chg 14 Day Avg | 14 Day Rolling (Total Cases) | | | | | | | | | | | | | | Week Ending Total | | | |
|------------------------------------|-----------------------------|-------|------------------|------------------------|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|------|------|------|
| | | | | | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 10/2 | 9/25 | 9/18 |
| Number of Restaurants Served by DC | | | | | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | | |
| 18988 | SAUCE: BBQ BULK BULLSEYE | 0.00% | 13 | 21 | 23 | 18 | 16 | 16 | 16 | 14 | 14 | 21 | 21 | 15 | 13 | 13 | 109 | 88 | 80 | 72 | | |
| 20788 | MUSTARD: BULK BK | 0.00% | 12 | 19 | 20 | 16 | 14 | 14 | 14 | 13 | 14 | 19 | 19 | 16 | 15 | 14 | 110 | 104 | 104 | 100 | | |
| 24340 | MAYONNAISE: BULK BK | 0.00% | 134 | 197 | 211 | 173 | 166 | 154 | 153 | 150 | 200 | 206 | 206 | 175 | 155 | 151 | 1184 | 1148 | 1142 | 1109 | | |
| 24988 | STRAW: WRAPPED 7.75" BK | 0.00% | 21 | 33 | 34 | 27 | 25 | 24 | 24 | 24 | 24 | 34 | 33 | 27 | 24 | 24 | 189 | 179 | 188 | 178 | | |
| 25318 | FORK: WRAPPED BULK BK | 0.00% | 10 | 11 | 12 | 10 | 9 | 8 | 9 | 11 | 12 | 11 | 10 | 9 | 9 | 9 | 70 | 71 | 66 | 58 | | |
| 25462 | KNIFE: WRAPPED BULK BK | 0.00% | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 18 | 15 | 8 | 9 | | |
| 27982 | KETCHUP: BULK BAG IN BOX | 0.00% | 89 | 134 | 142 | 115 | 104 | 102 | 101 | 100 | 136 | 139 | 115 | 108 | 102 | 102 | 786 | 771 | 776 | 743 | | |
| 27980 | KETCHUP: PACKETS 10g BK | 0.00% | 127 | 194 | 205 | 160 | 143 | 142 | 139 | 144 | 197 | 197 | 180 | 142 | 140 | 140 | 1112 | 1070 | 1078 | 1044 | | |

FIG. 53



RSI

Supplier

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

Supplier:

5500

Printer Friendly Version

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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| | | | | 14 Day Rolling (Total Cases) | | | | | | | | | | | | | | 10 Week Ending Total | | | | | | | | |
|-----------------------|----|-------------|--------------------|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------------------|-------|-------|-------|-------|------|------|------|--|
| FDB Point | DC | RSI Item No | Item Description | % Chg 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 10/2 | 9/18 | 10/15 | 10/8 | 10/1 | 9/24 | |
| TOTAL | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total of DC Locations | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | 6 | CHICKEN-PATTY | 0.00% | | 90 | 137 | 144 | 111 | 100 | 98 | 95 | 100 | 134 | 137 | 125 | 100 | 100 | 790 | 774 | 786 | 781 | | | | |
| | | 7 | CHICKEN-BK BROILER | 0.00% | | 35 | 51 | 60 | 48 | 45 | 43 | 43 | 40 | 53 | 60 | 48 | 45 | 41 | 330 | 327 | 354 | 344 | | | | |
| | | 8 | CHICKEN-TENDERS | 0.00% | | 222 | 335 | 337 | 285 | 240 | 229 | 225 | 246 | 348 | 315 | 255 | 228 | 223 | 1,815 | 1,608 | 1,418 | 1,203 | | | | |
| | | | CHICKN | | | | | | | | | | | | | | | | | | | | | | | |

Done

Internet

FIG. 55

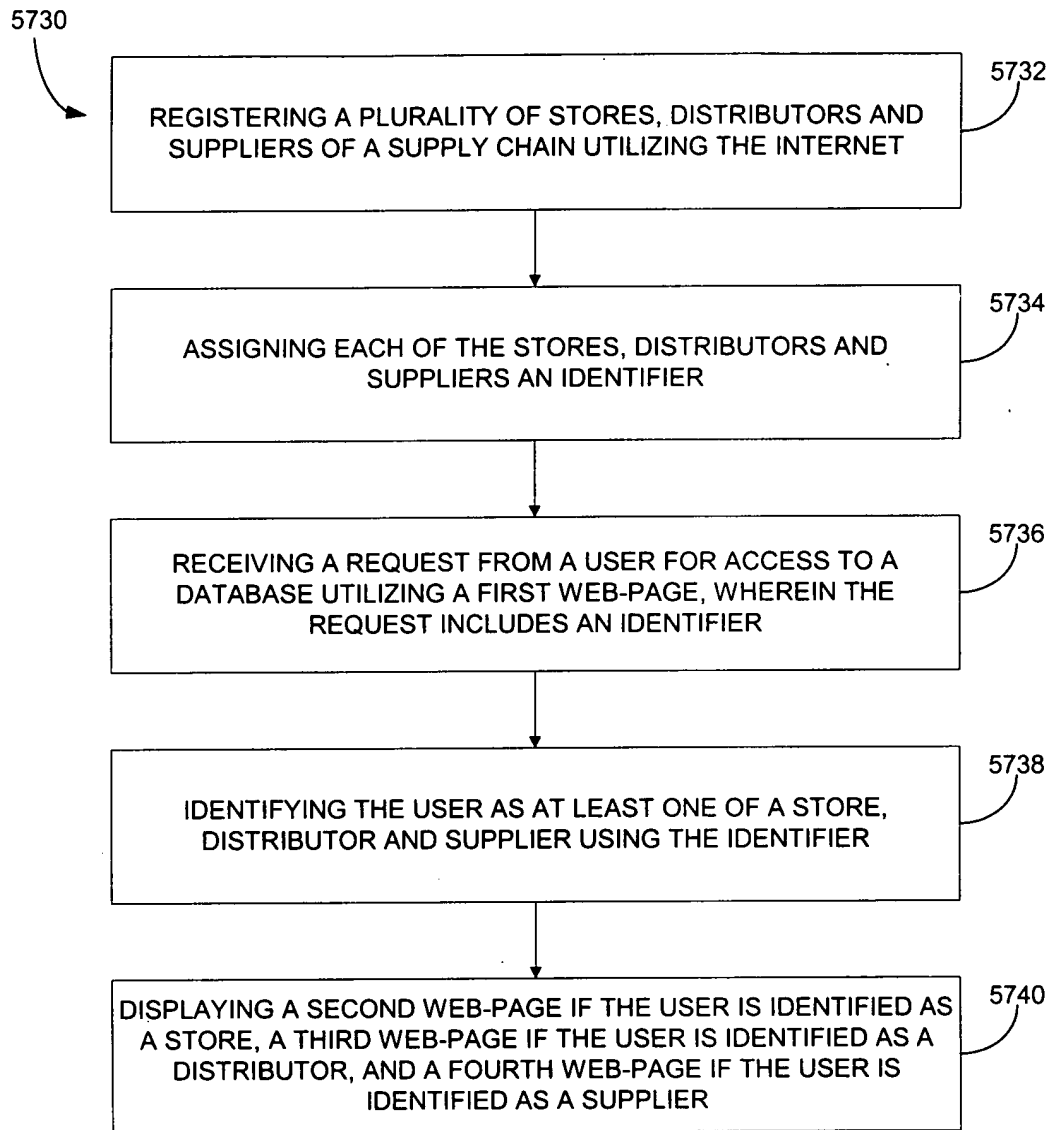


FIG. 57

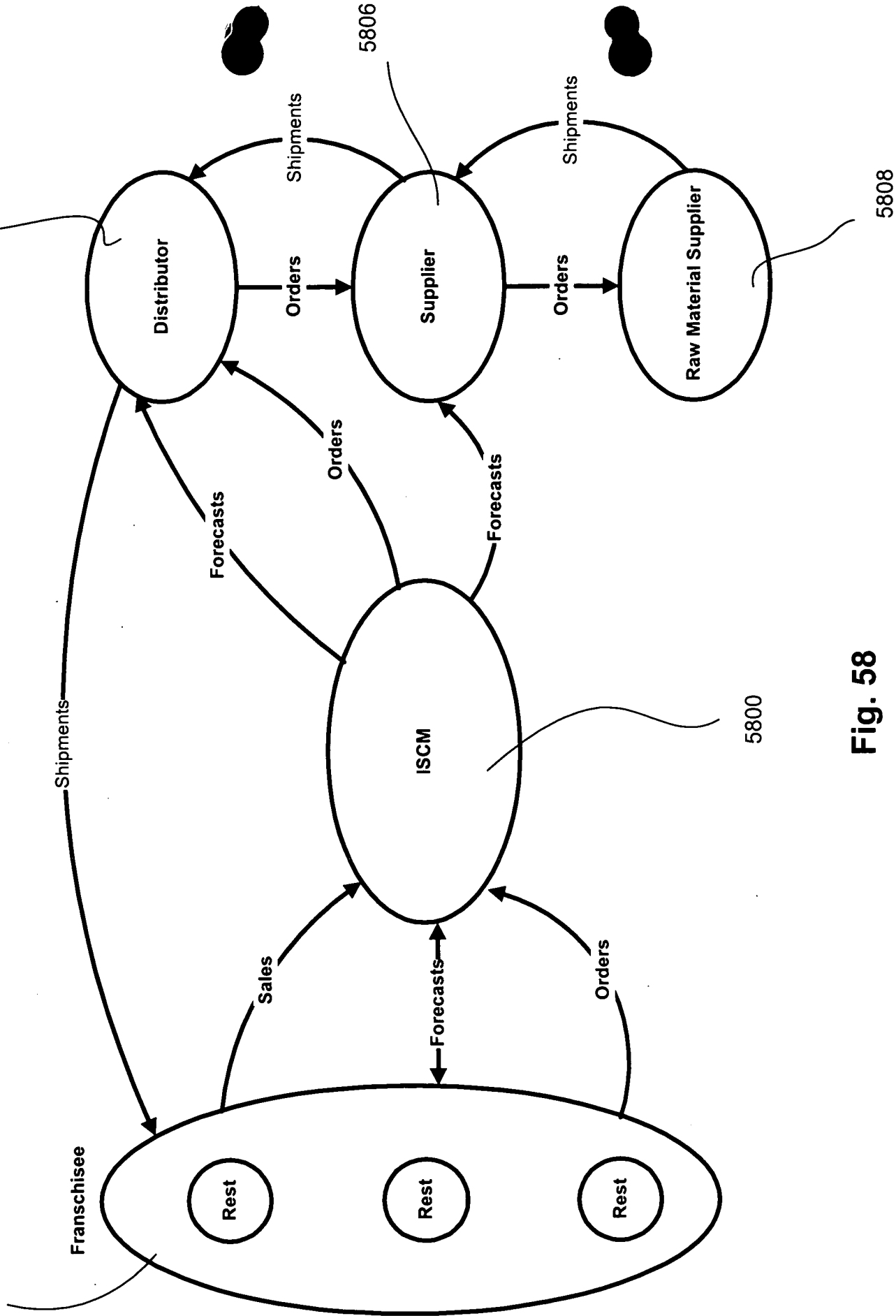


Fig. 58

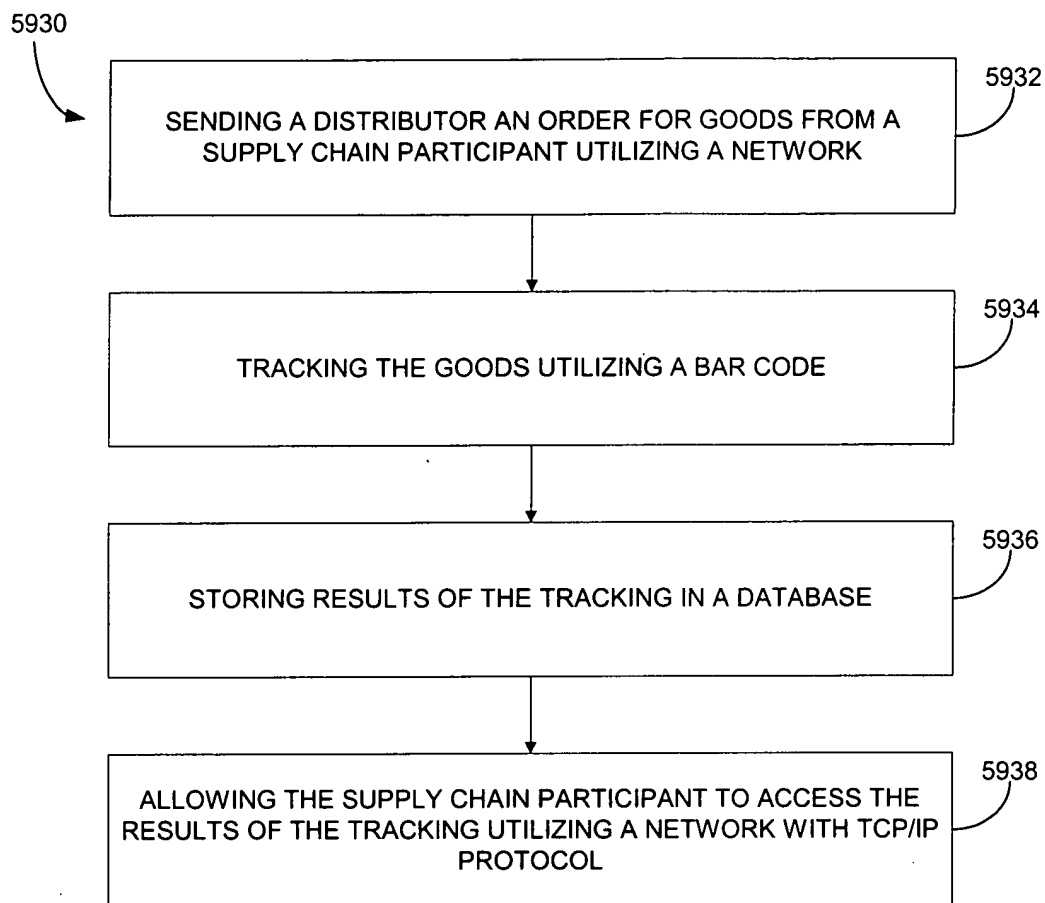


FIG. 59

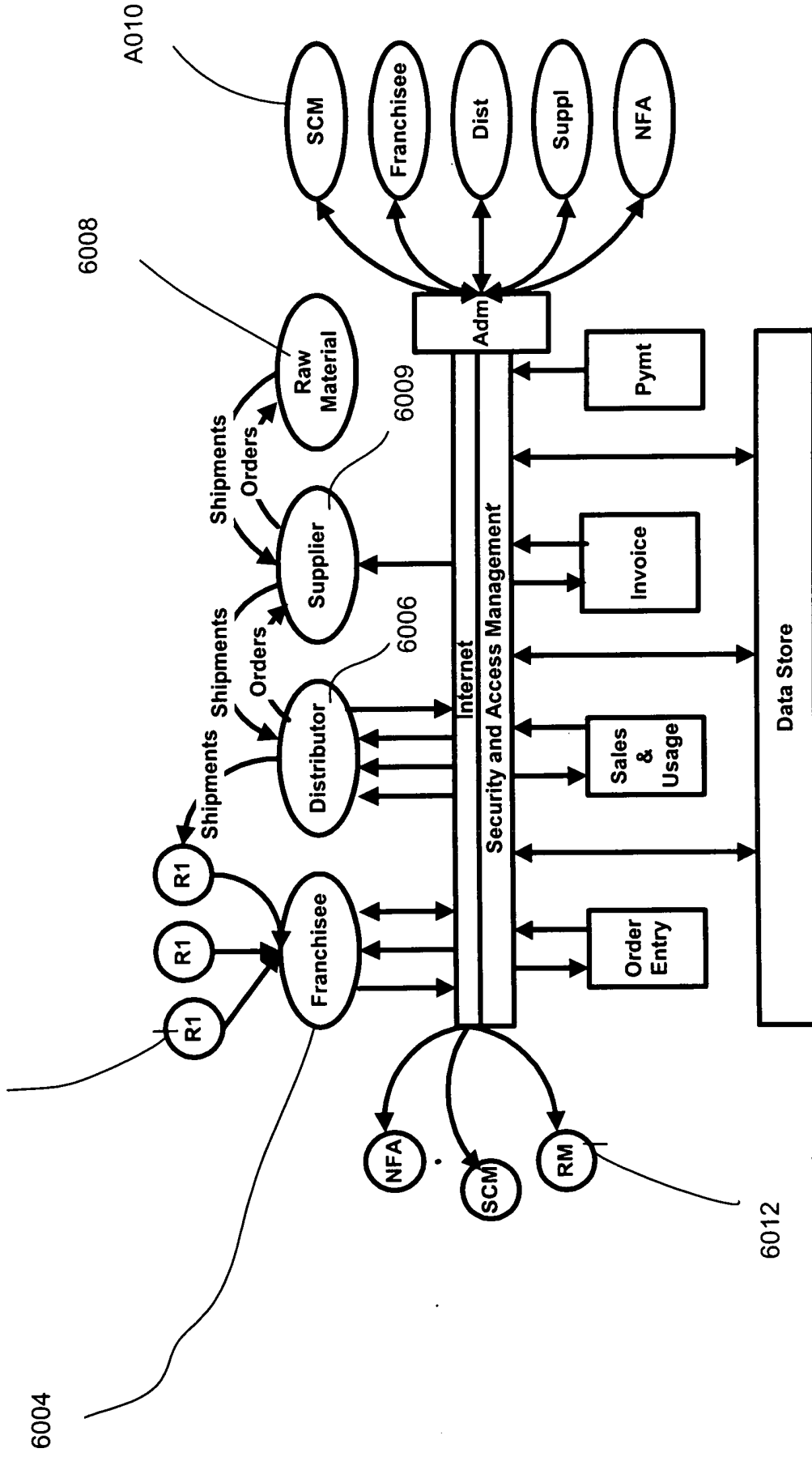


Fig. 60

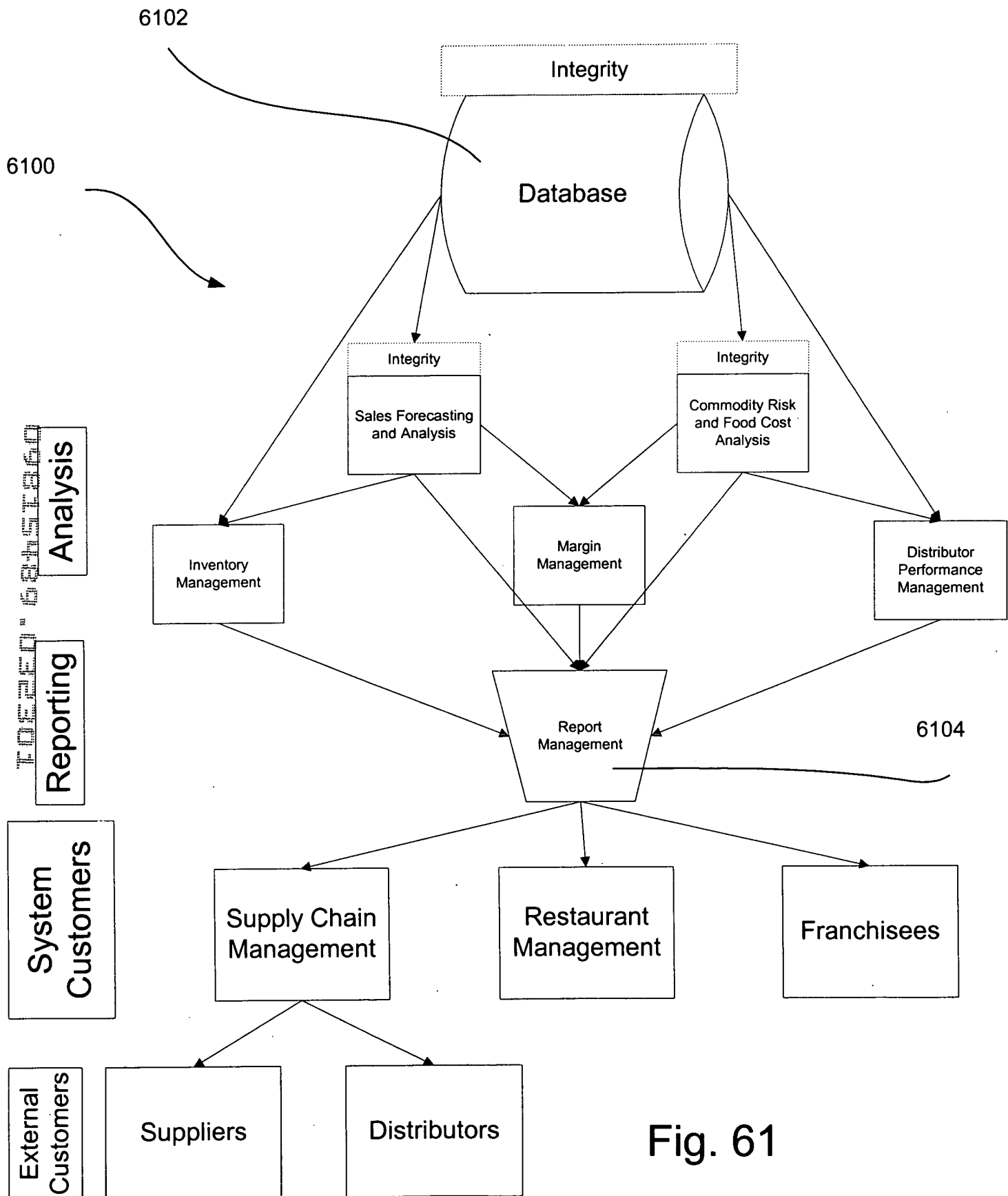


Fig. 61

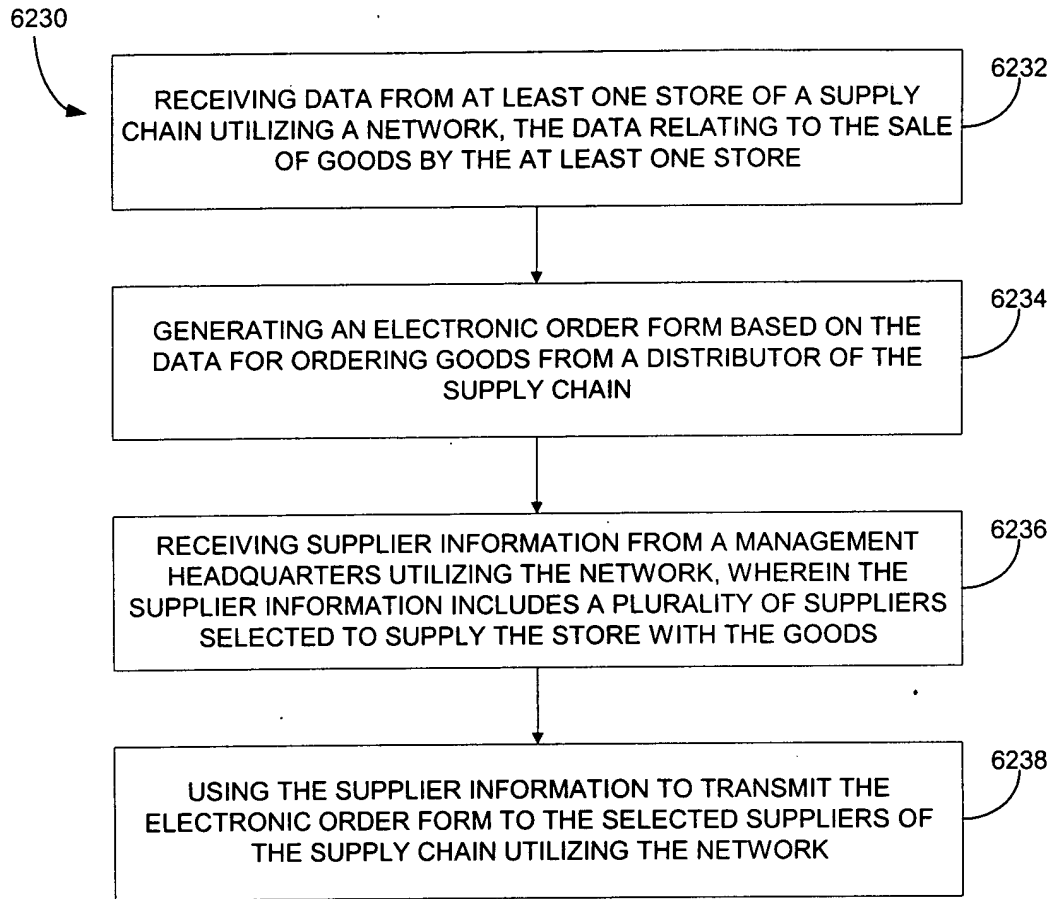


FIG. 62

6300

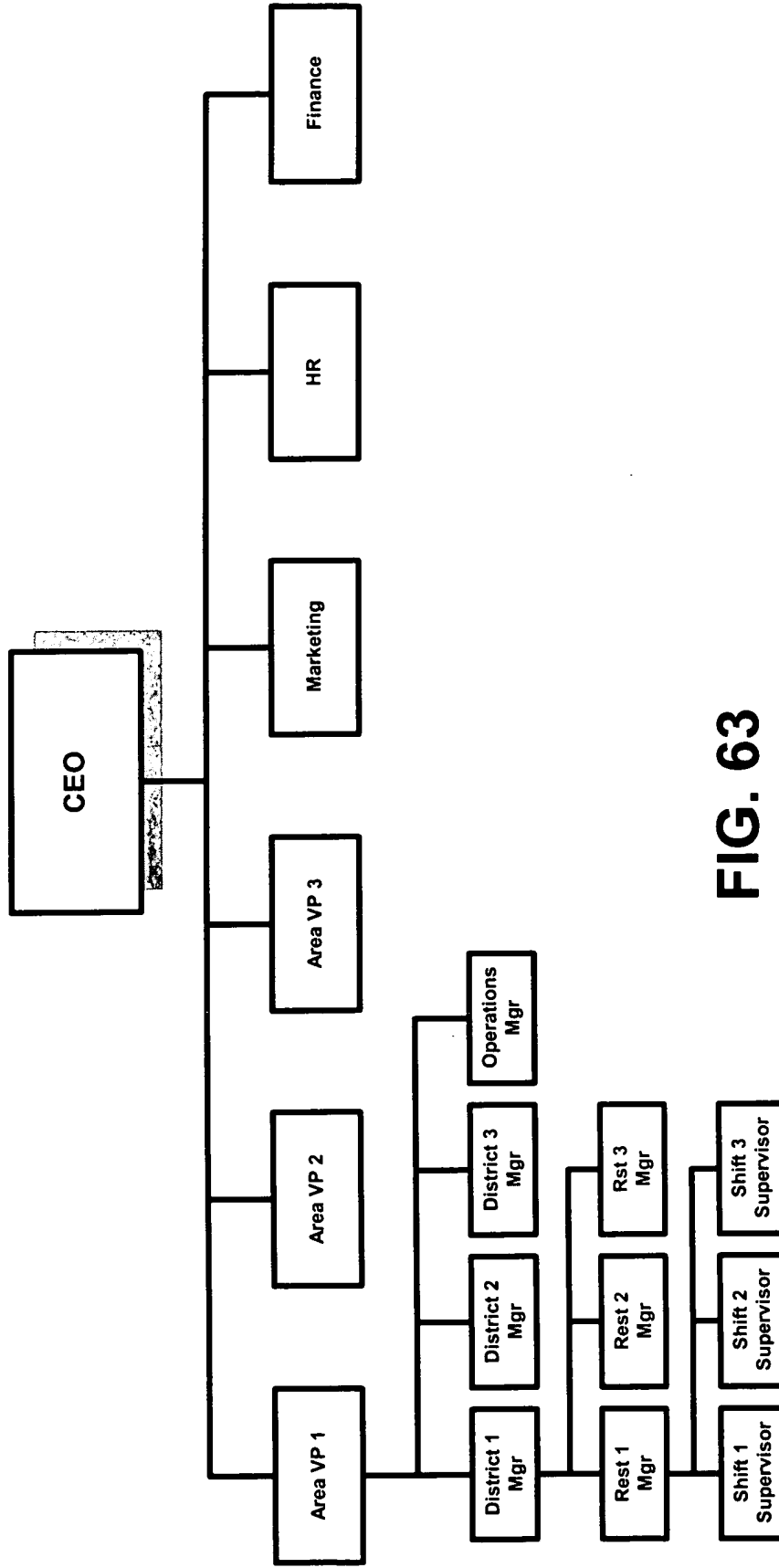


FIG. 63

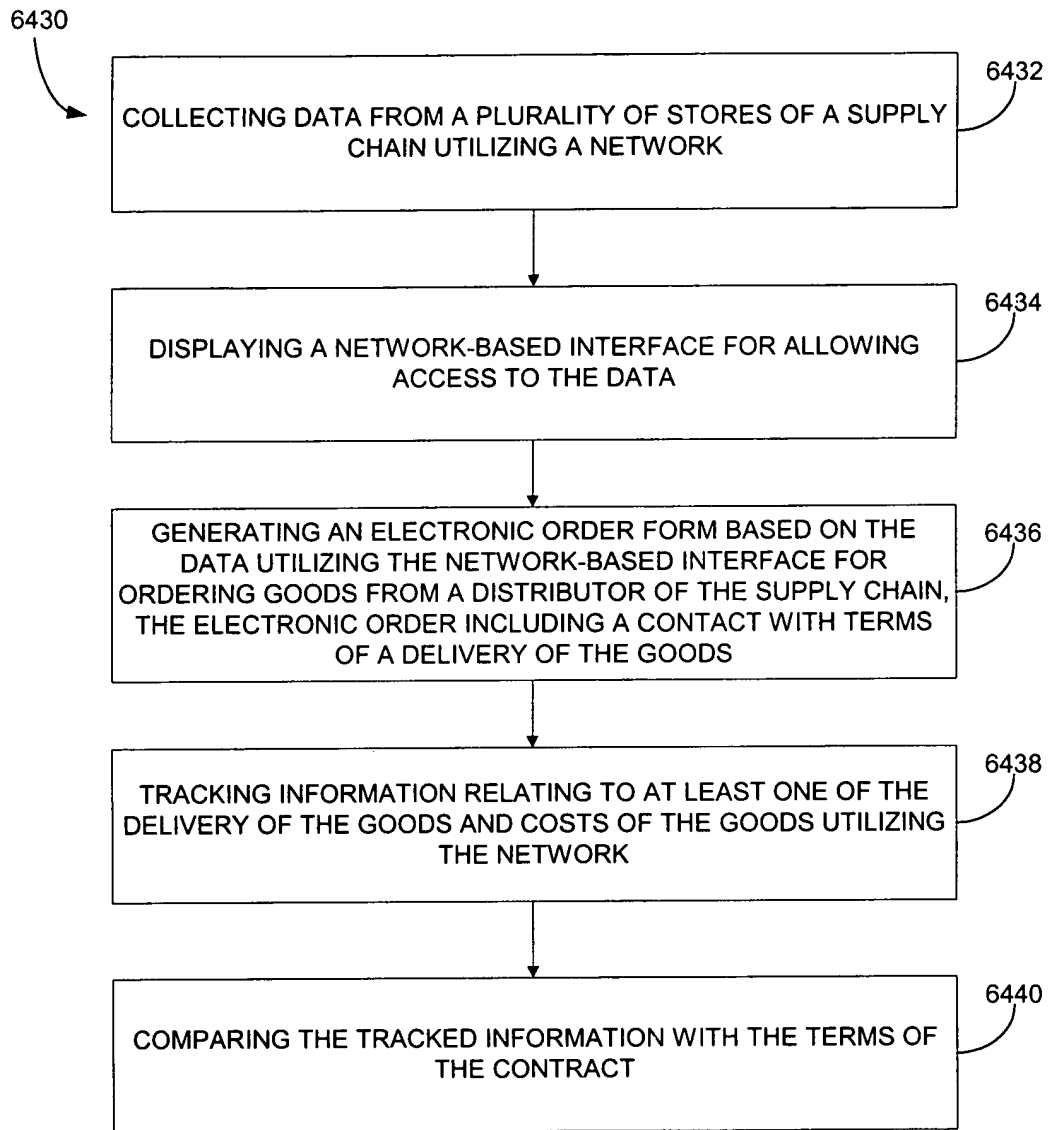


FIG. 64

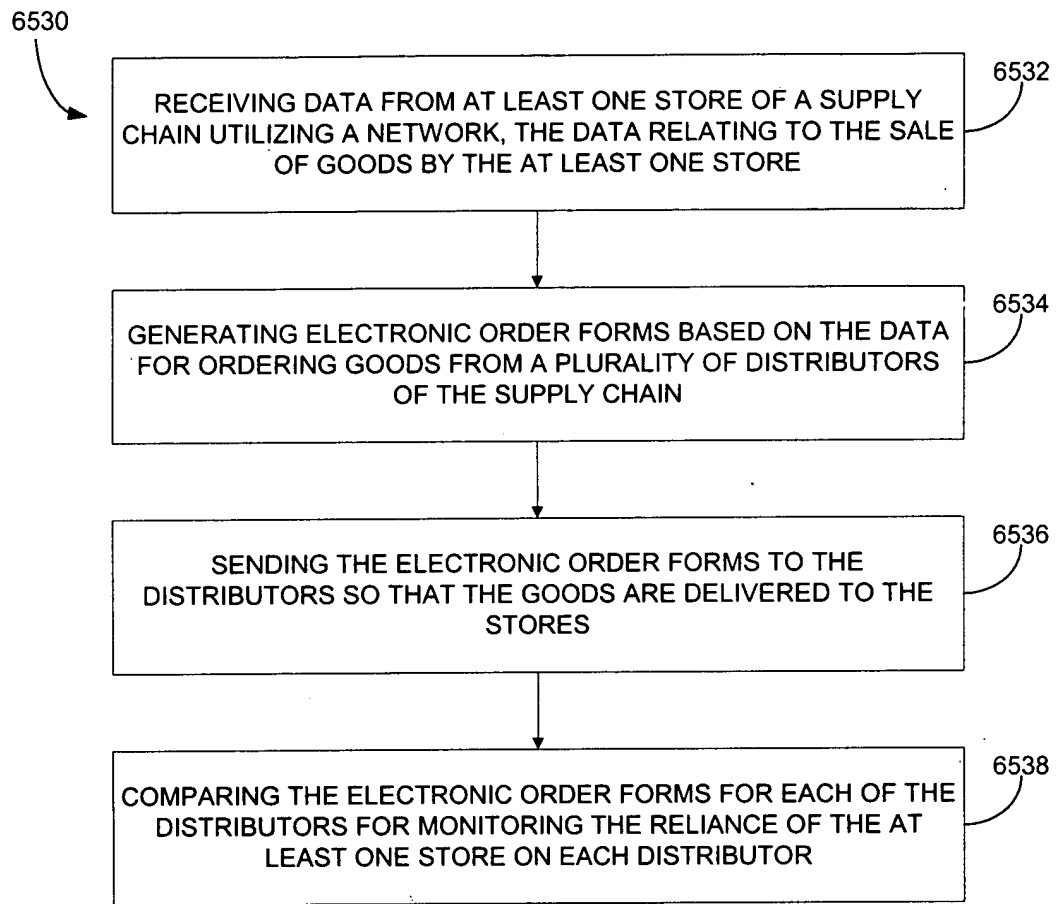


FIG. 65

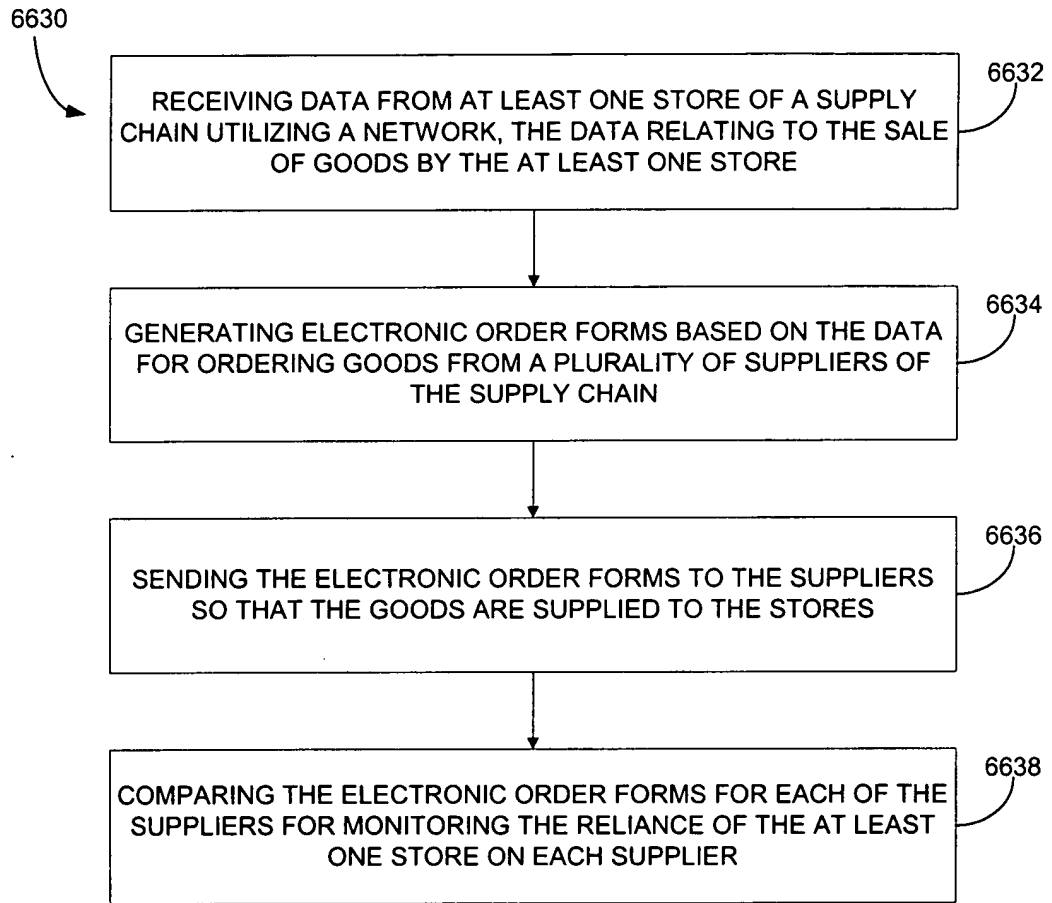


FIG. 66

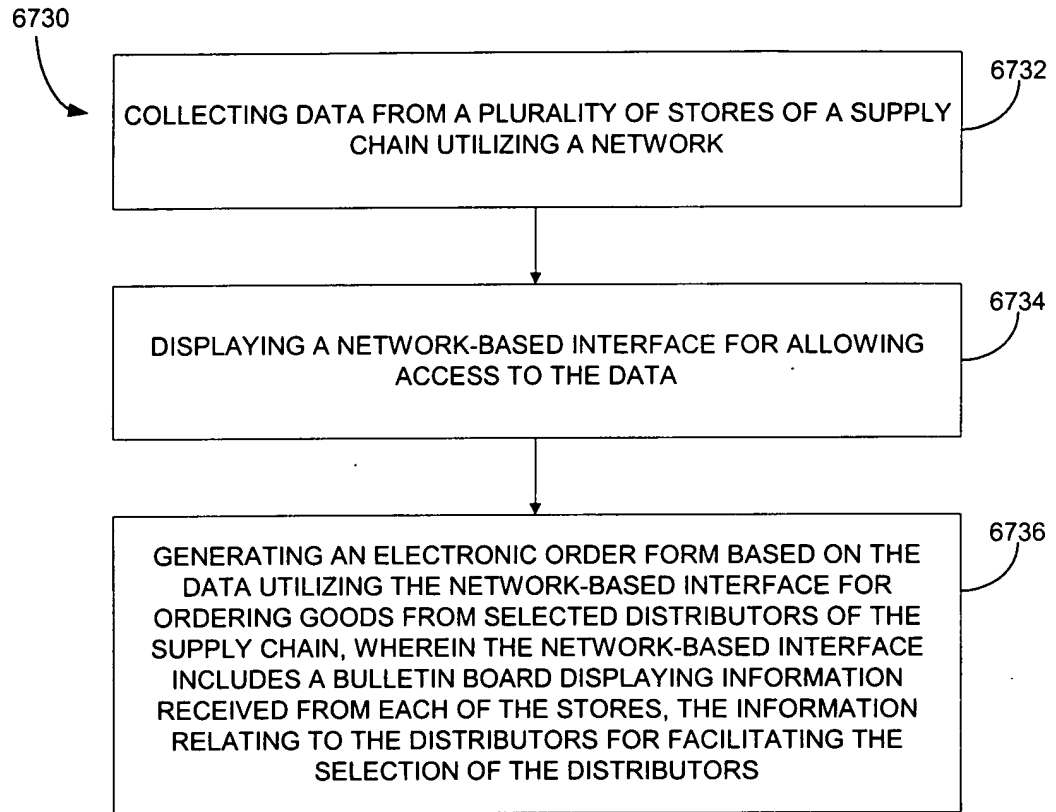


FIG. 67

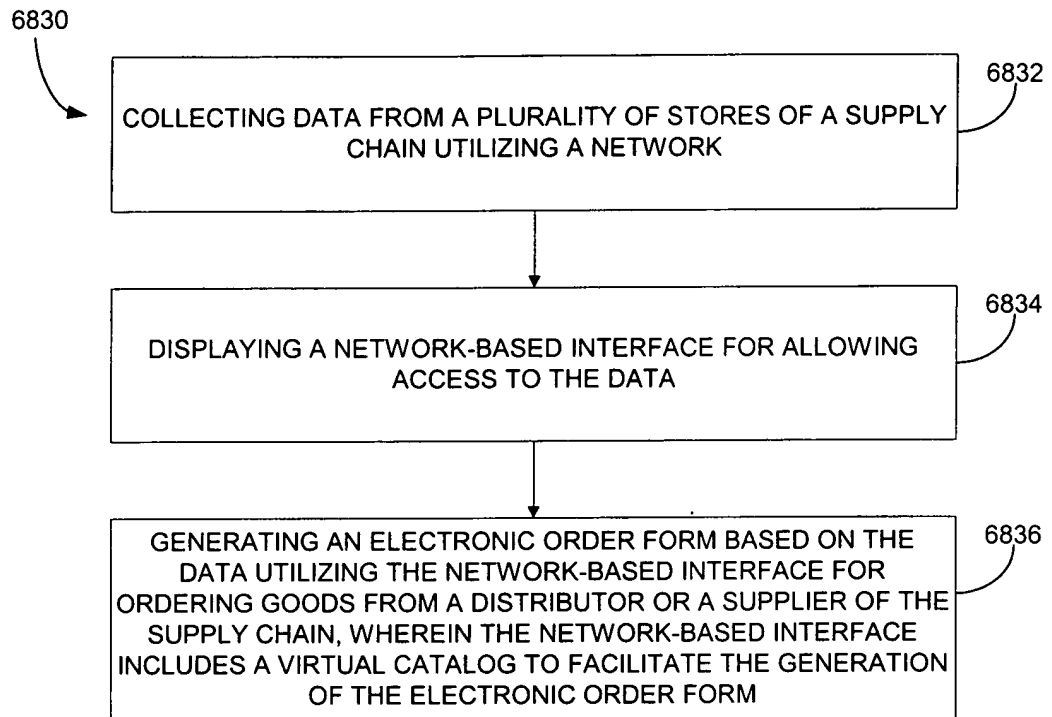


FIG. 68

6900

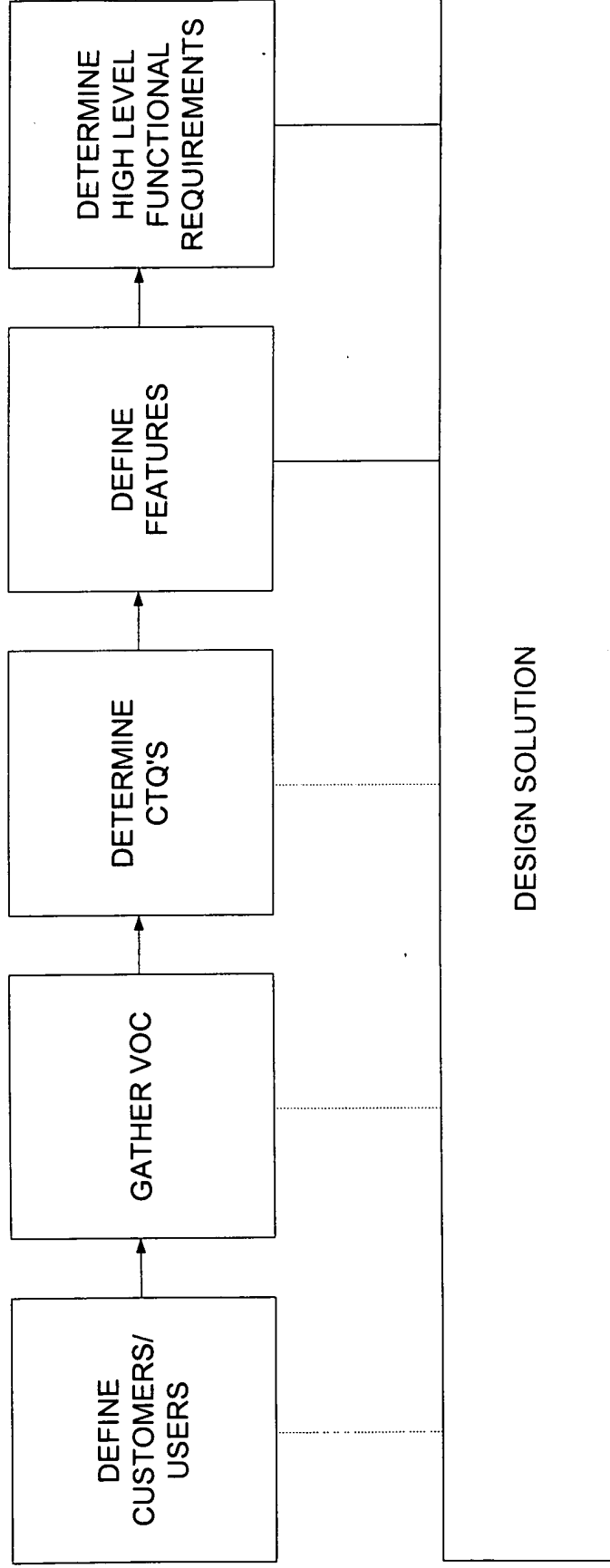


FIG. 69

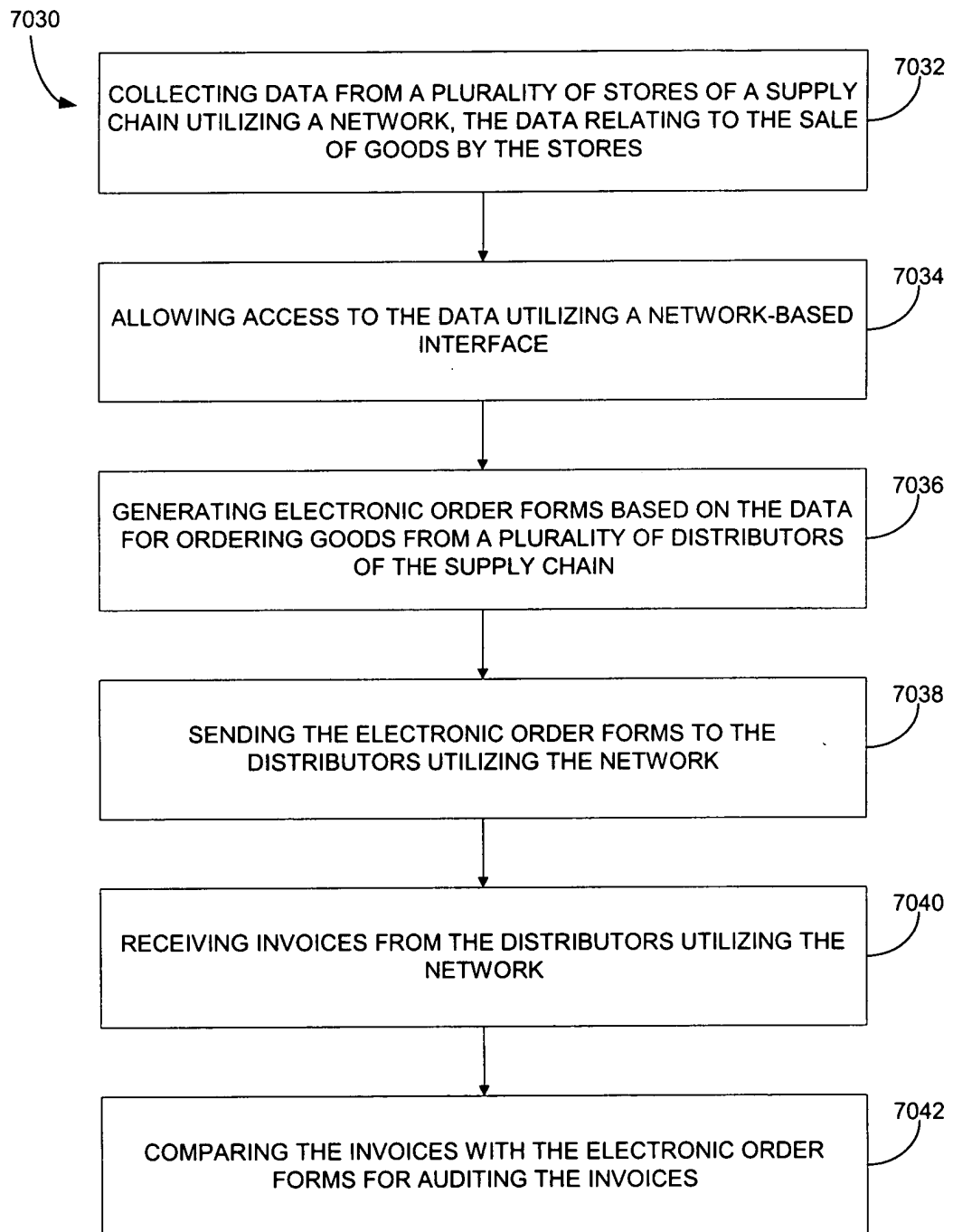


FIG. 70

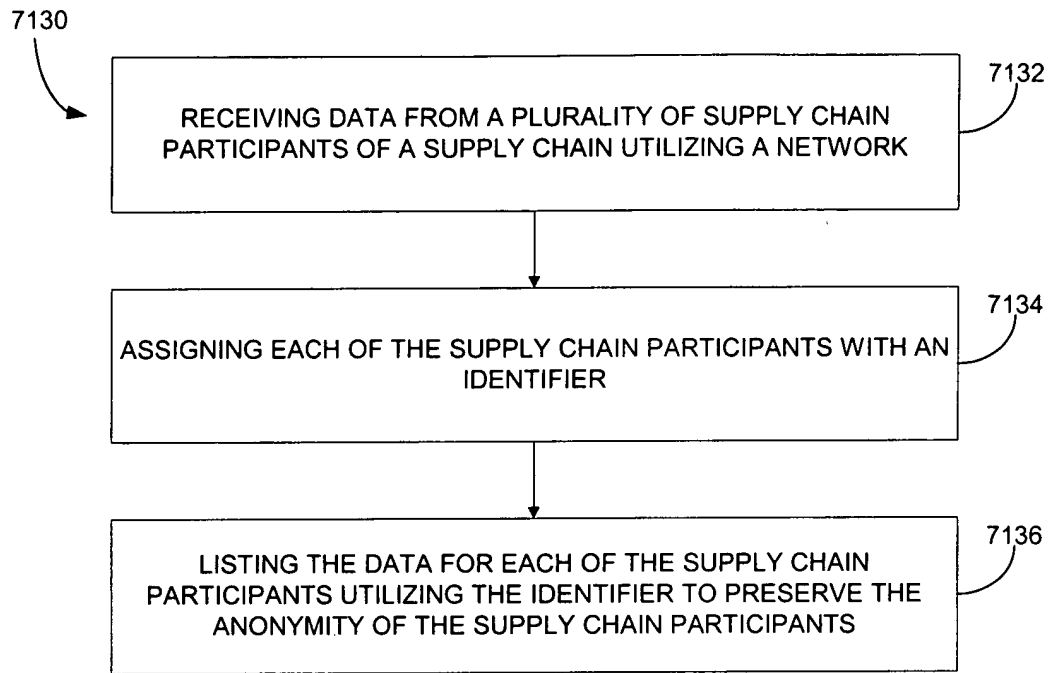


FIG. 71

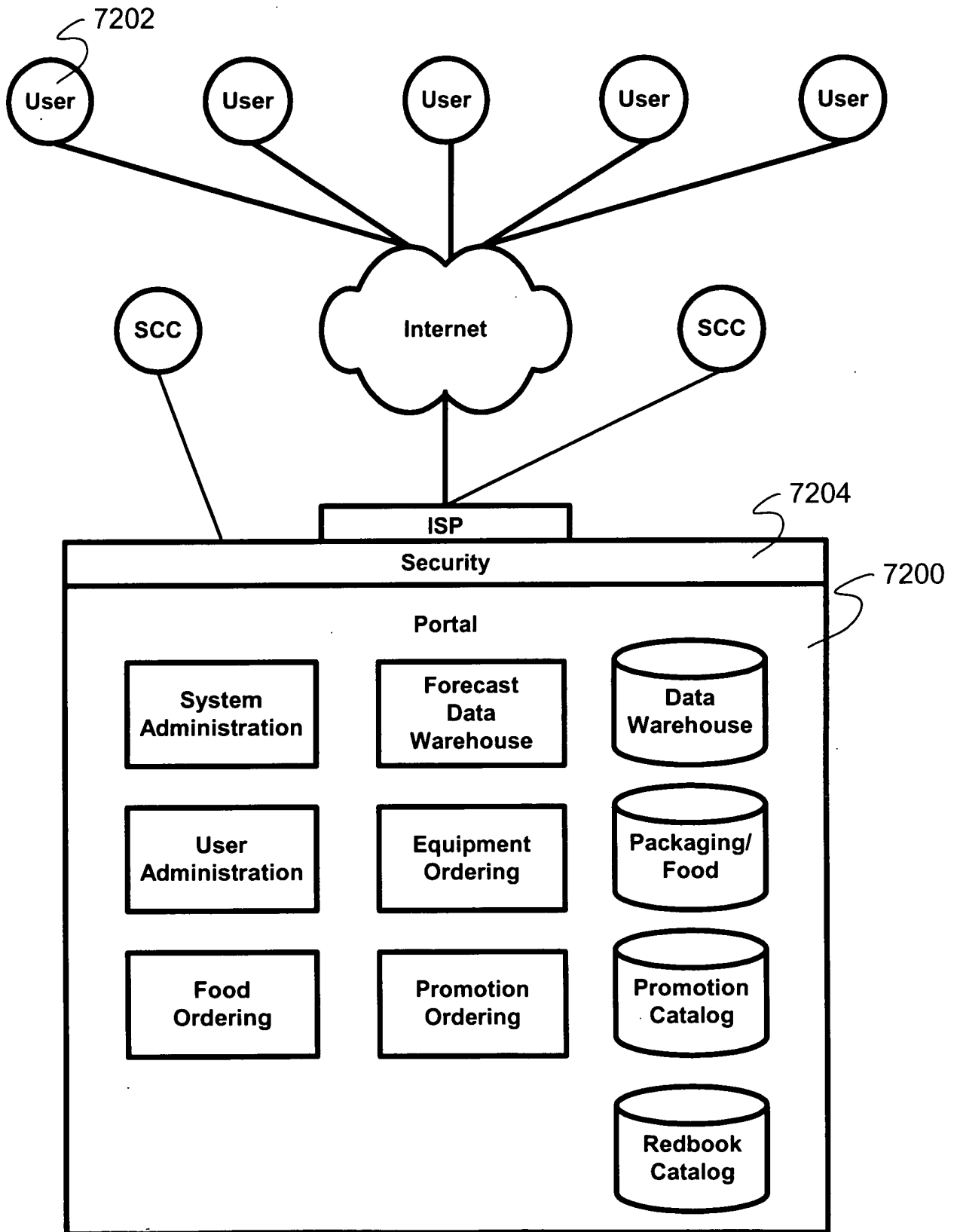


FIG. 72

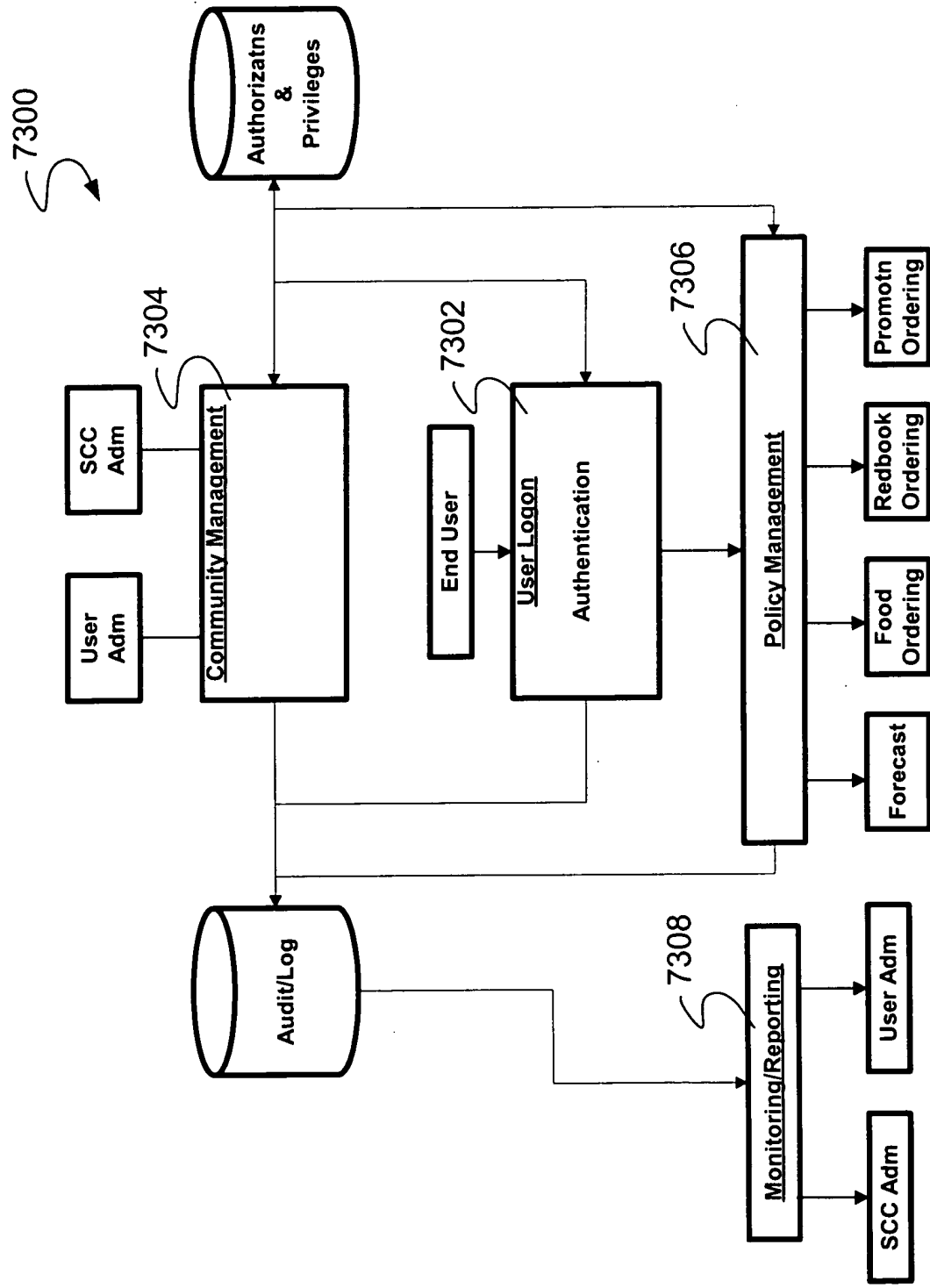


FIG. 73

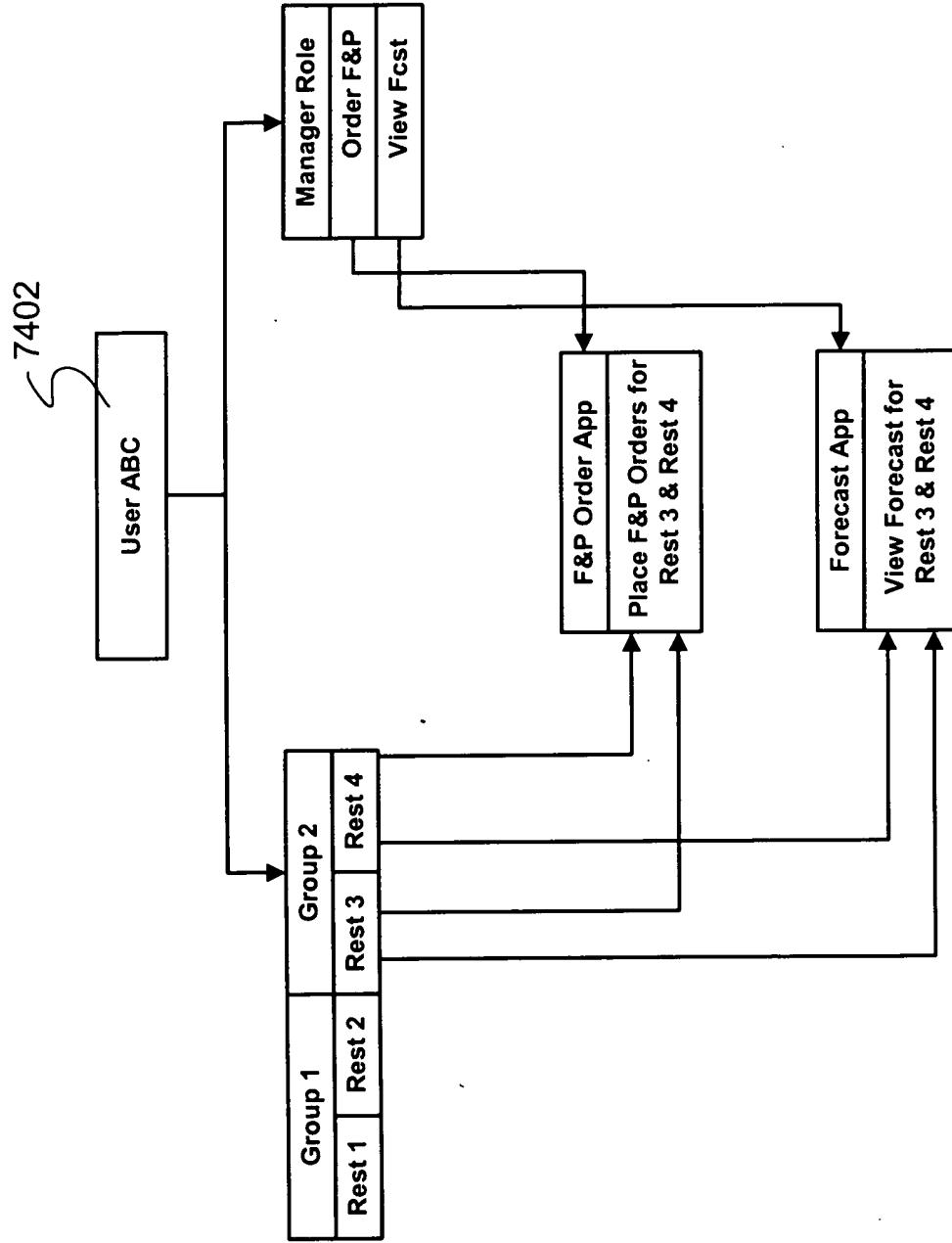


FIG. 74

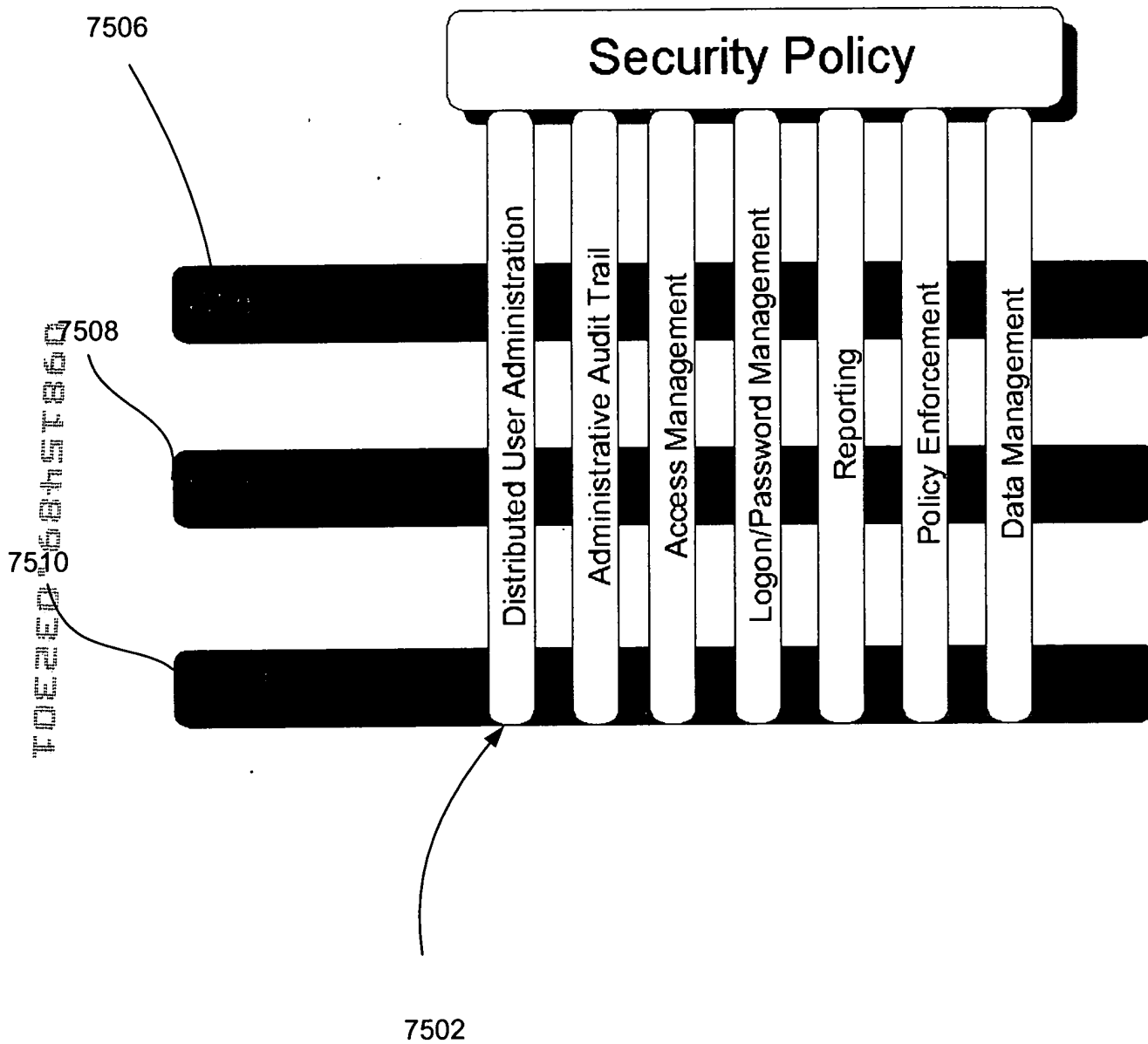


Fig. 75

09815489-032301
T06220"6845T860

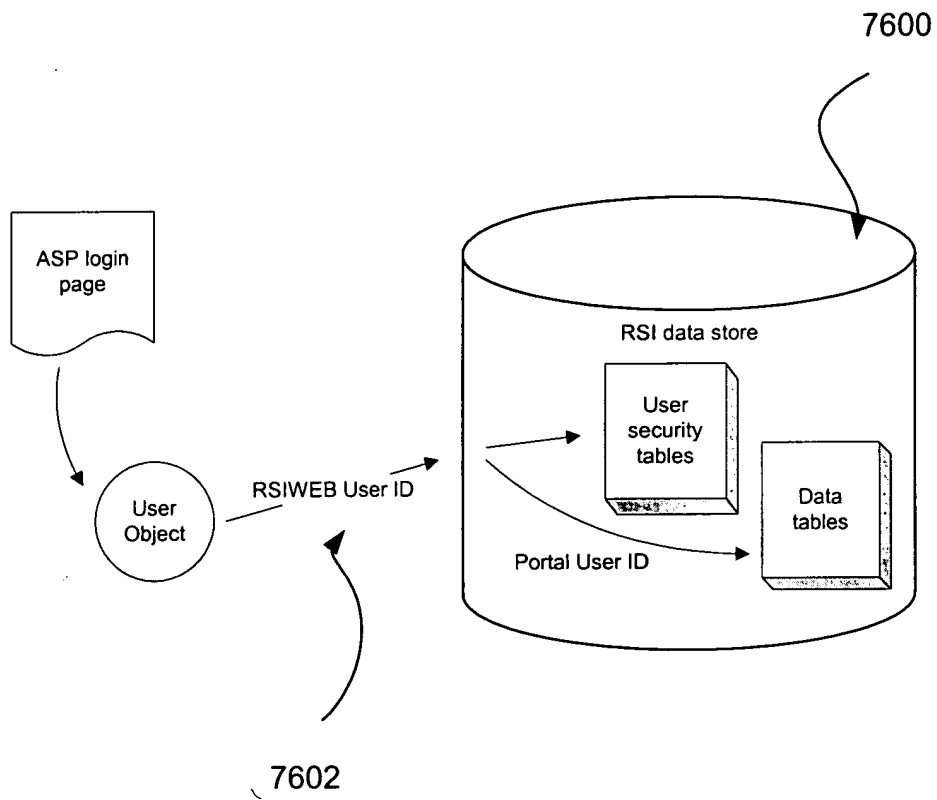


Fig. 76

FILED "03457860

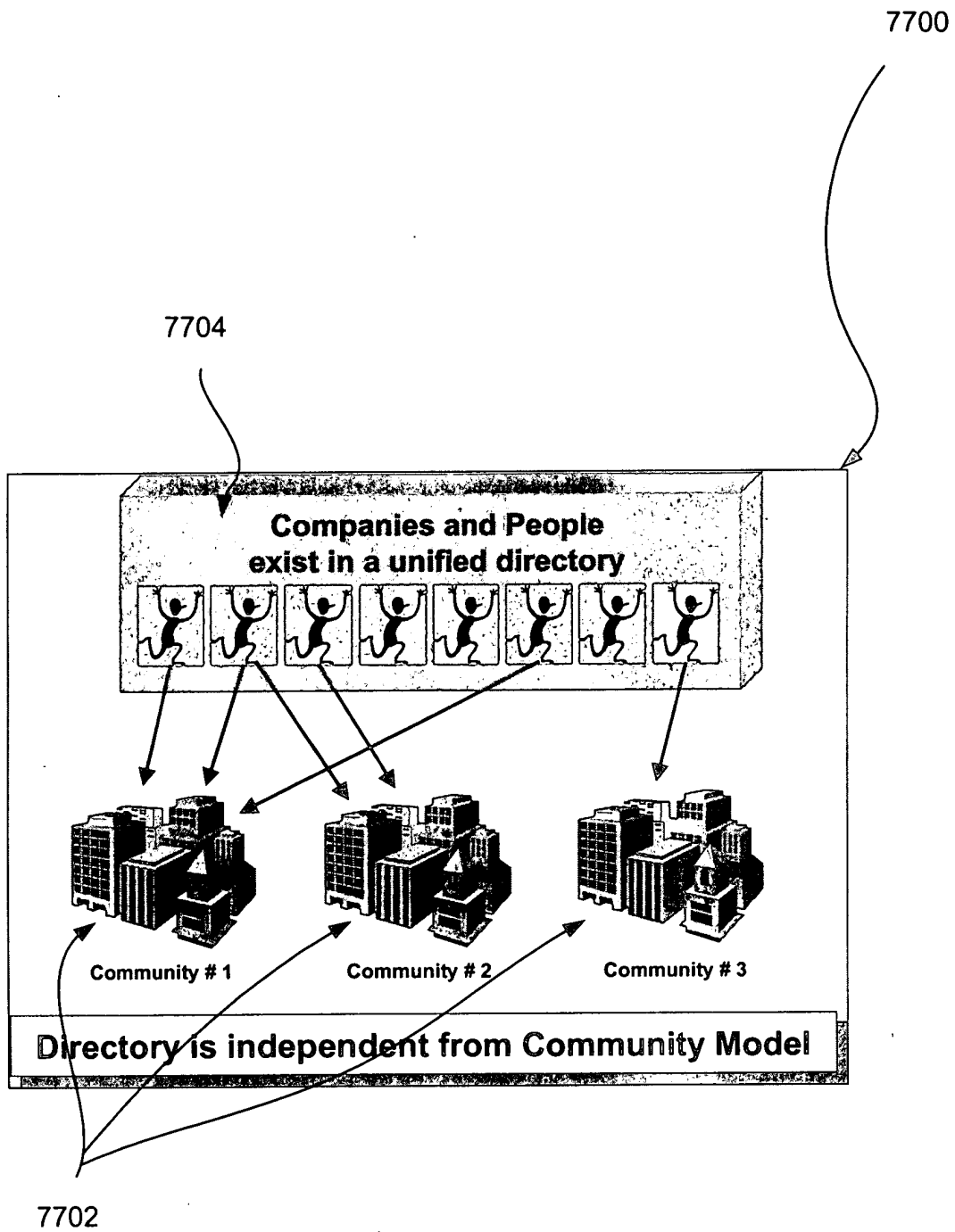


Fig. 77

7800

7802

7804

T00220" 6845T860

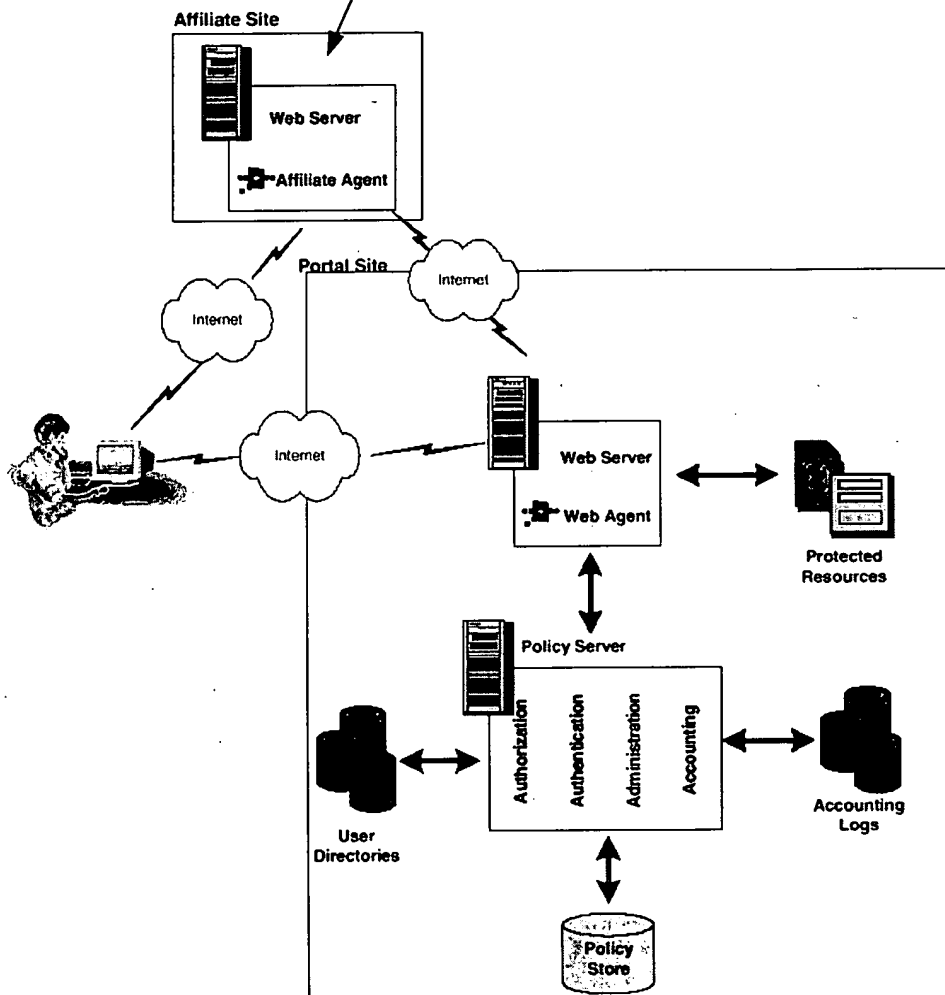


Fig. 78

7900

TO BE USED IN FIG. 79

7902

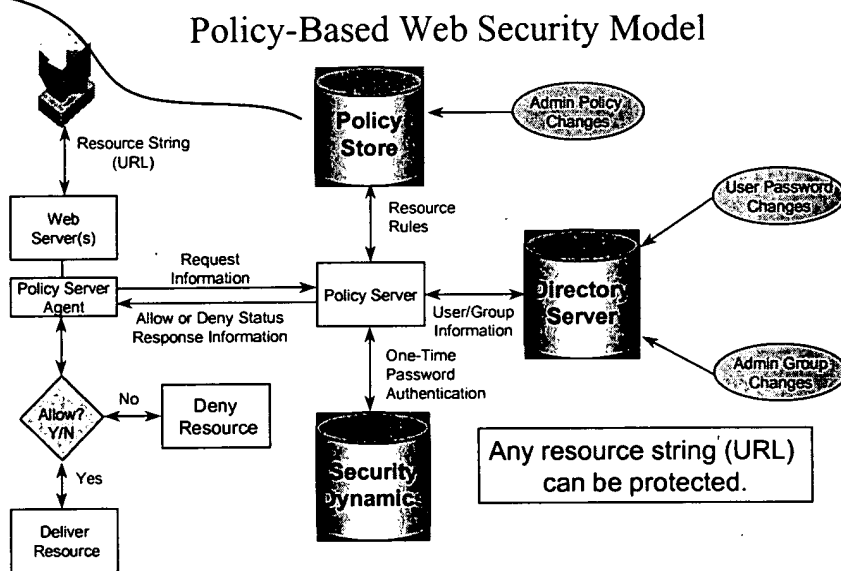


Fig. 79

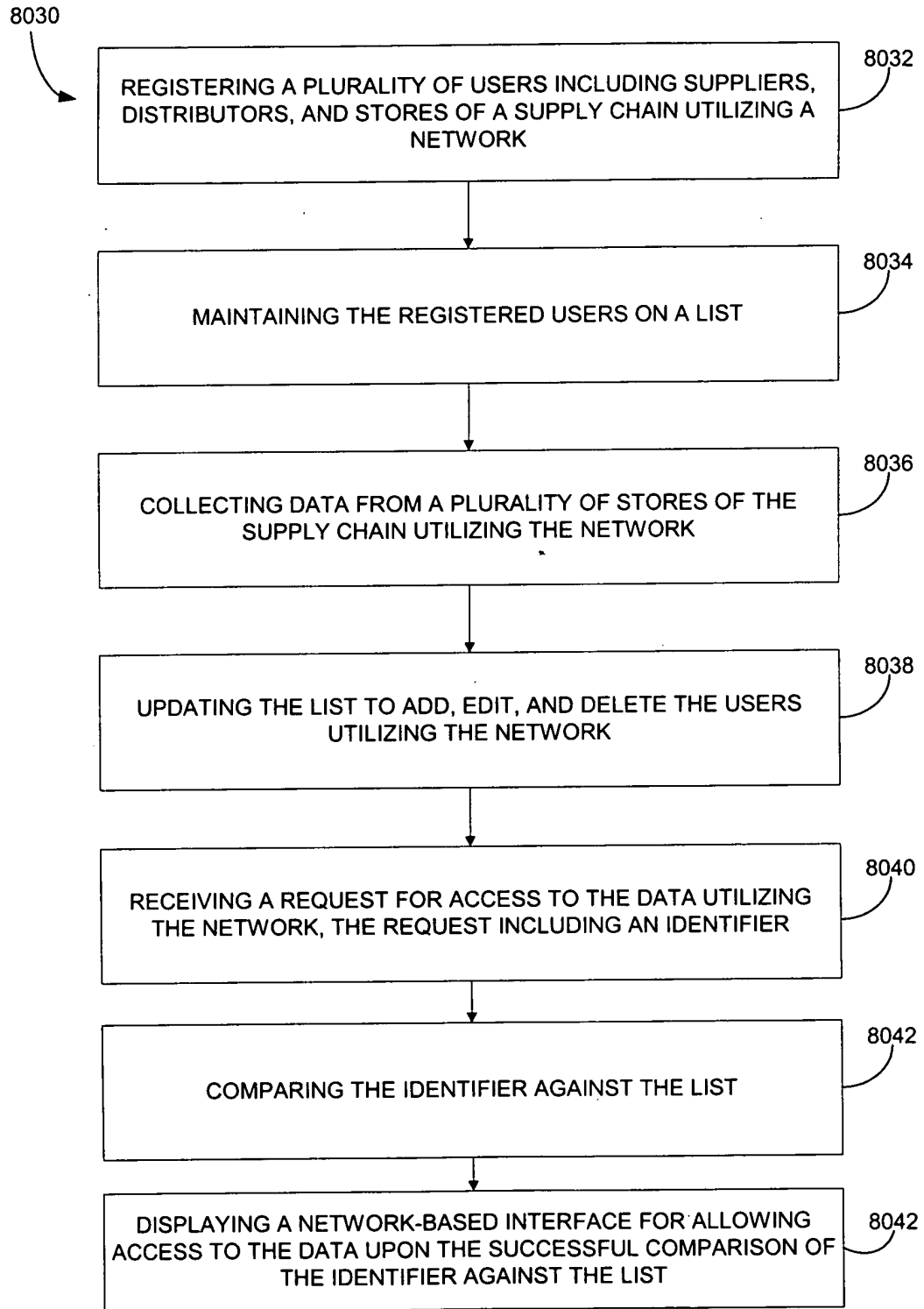


FIG. 80

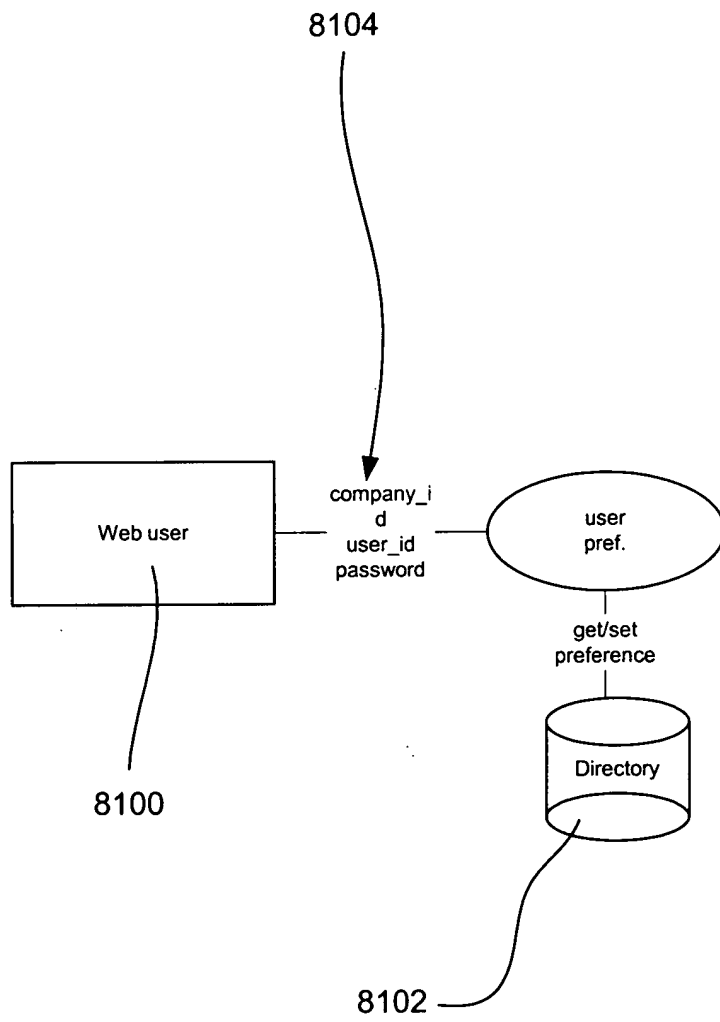


Fig. 81

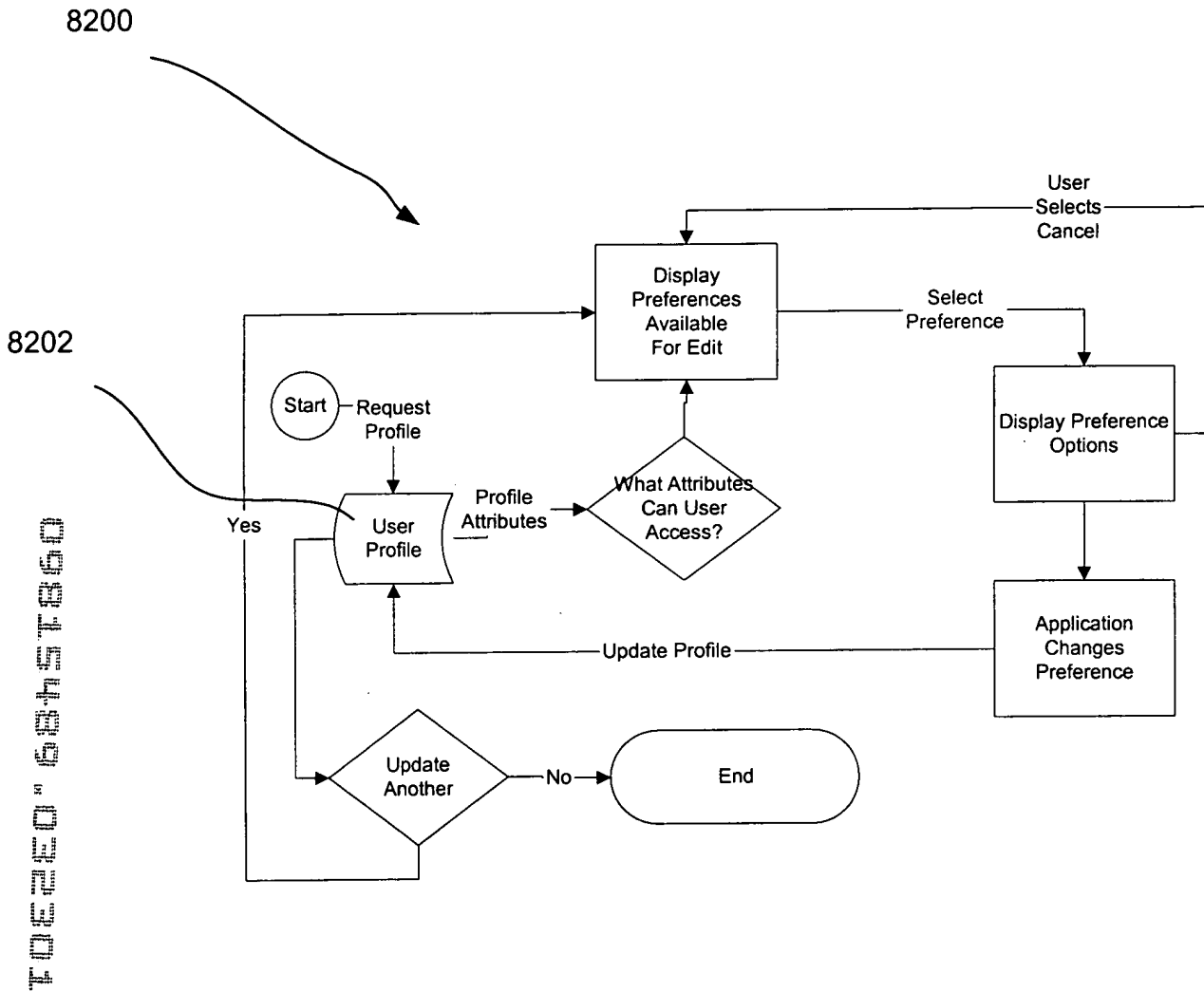


Fig. 82

FOE22ED 5845T360

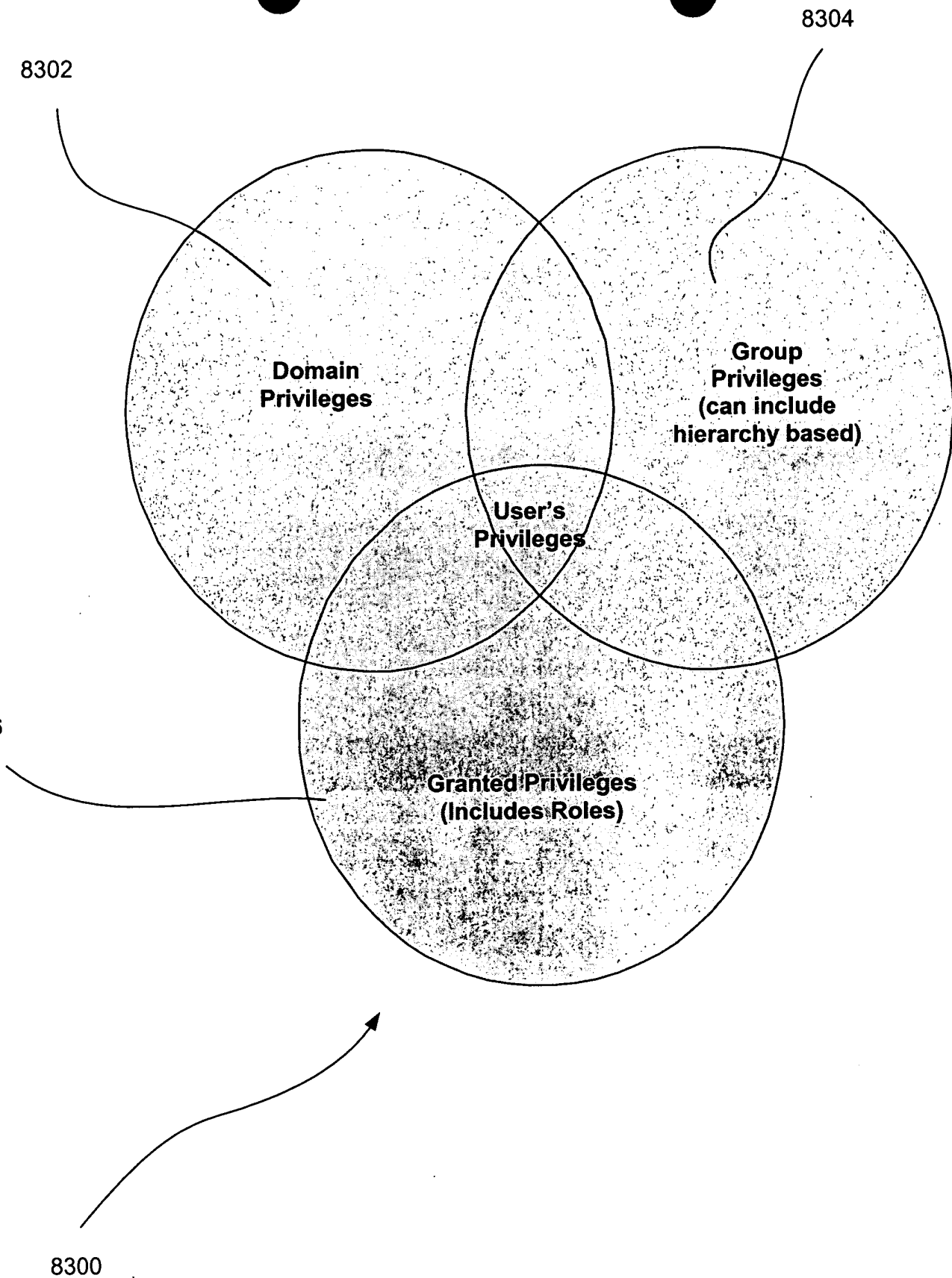


Fig. 83

0915189-0321

8404

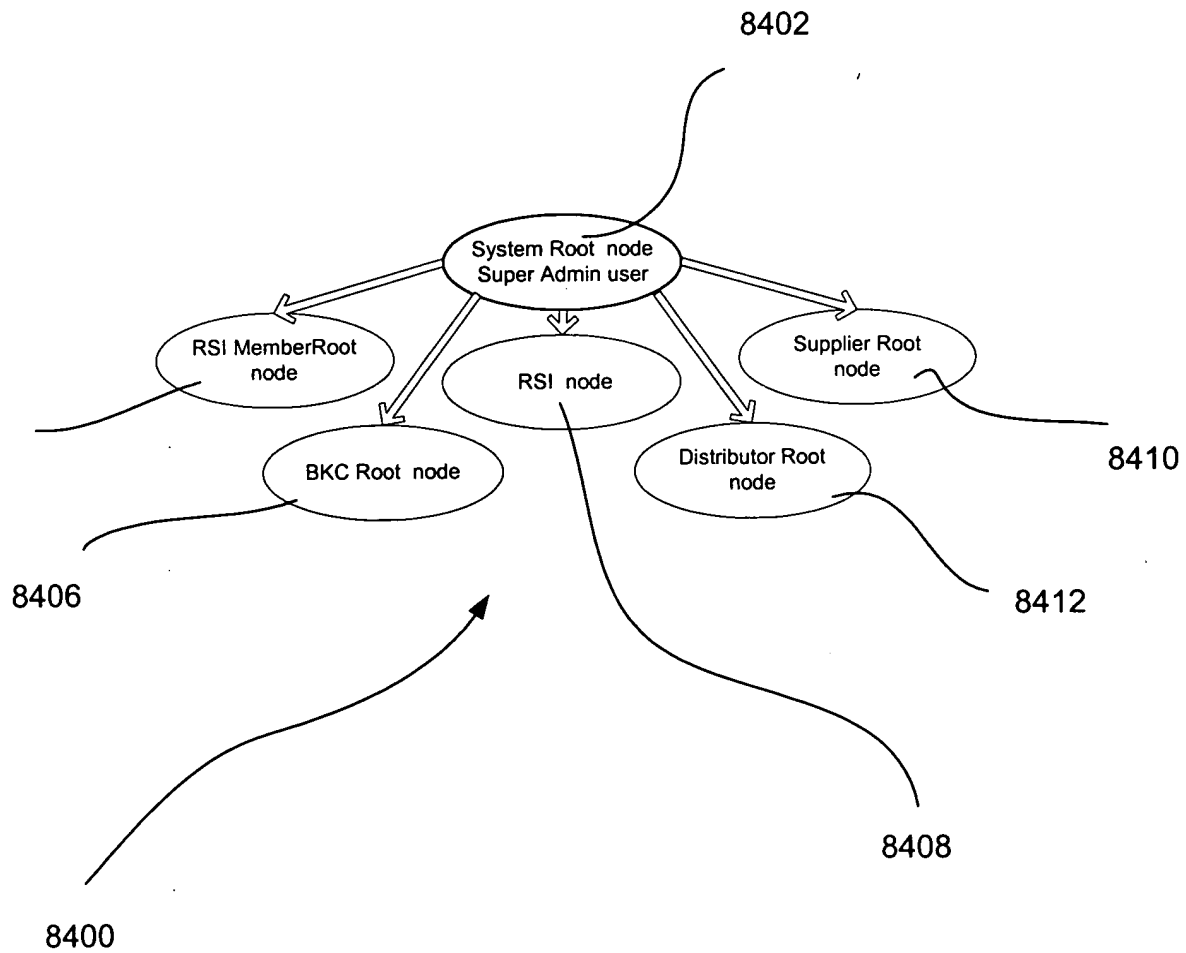


Fig. 84

09815439.032301
FOE22E0" 6245T860

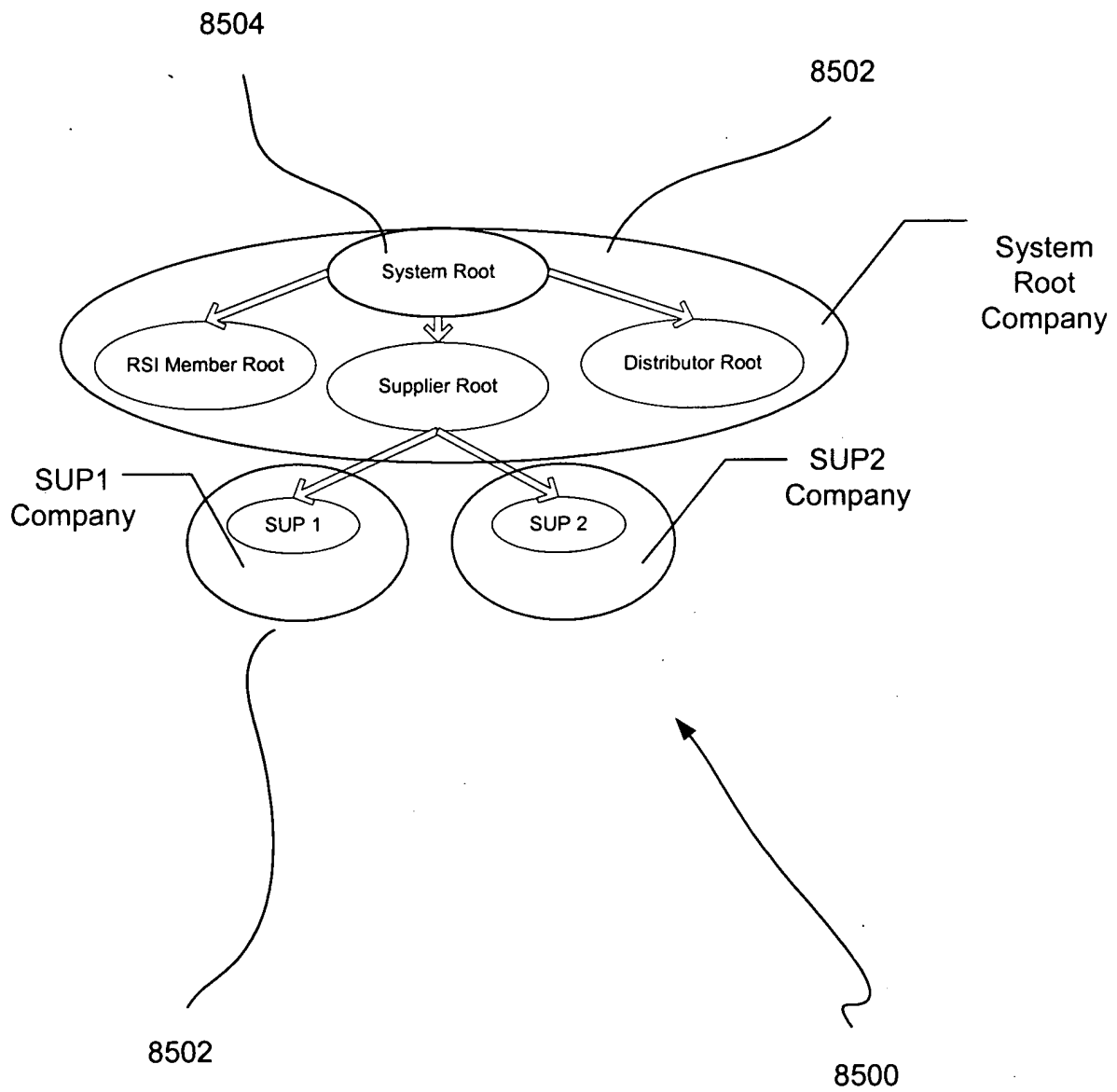


Fig. 85

8600

8602

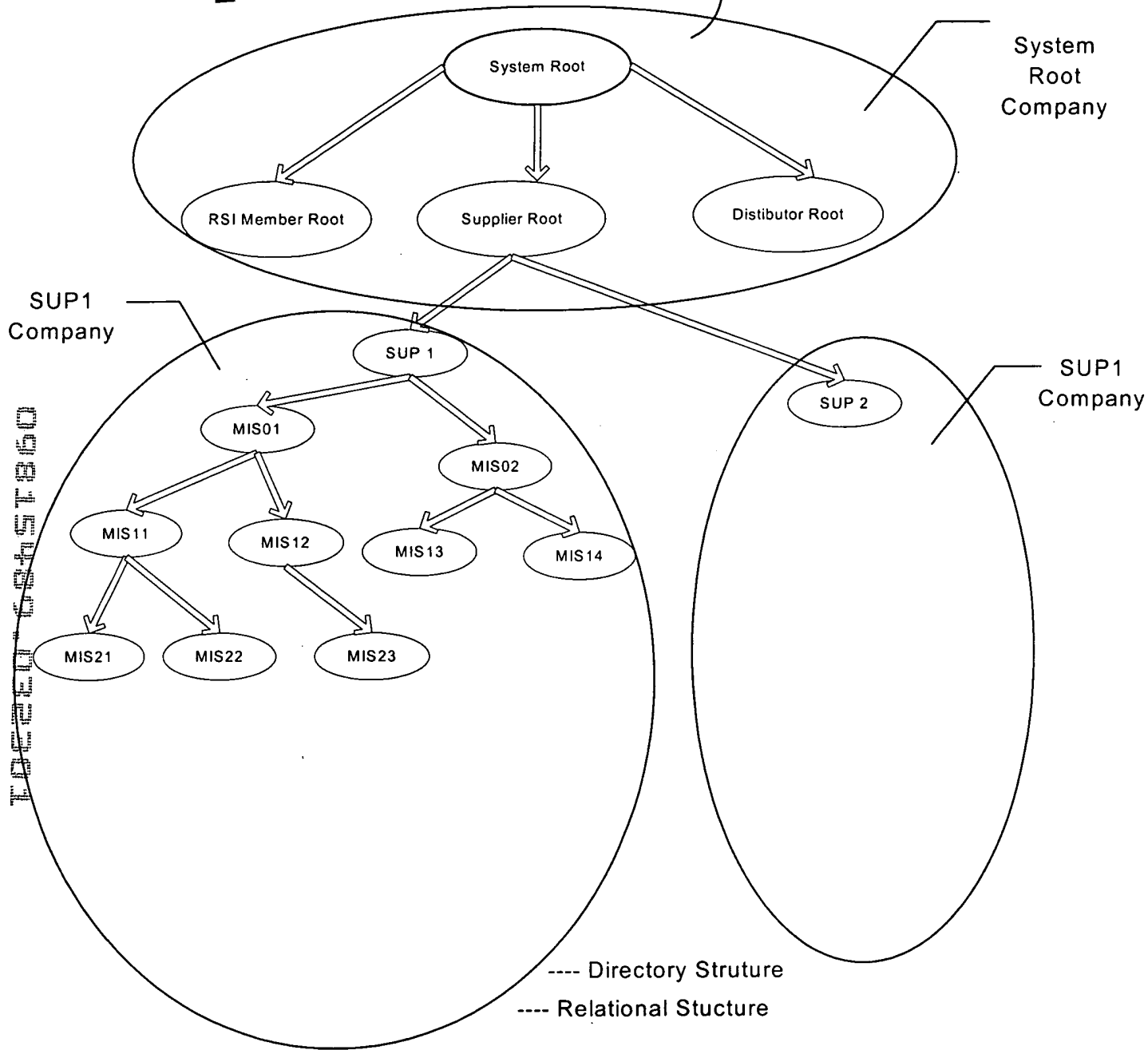


Fig. 86

Group Hierarchy Management: Data Flow

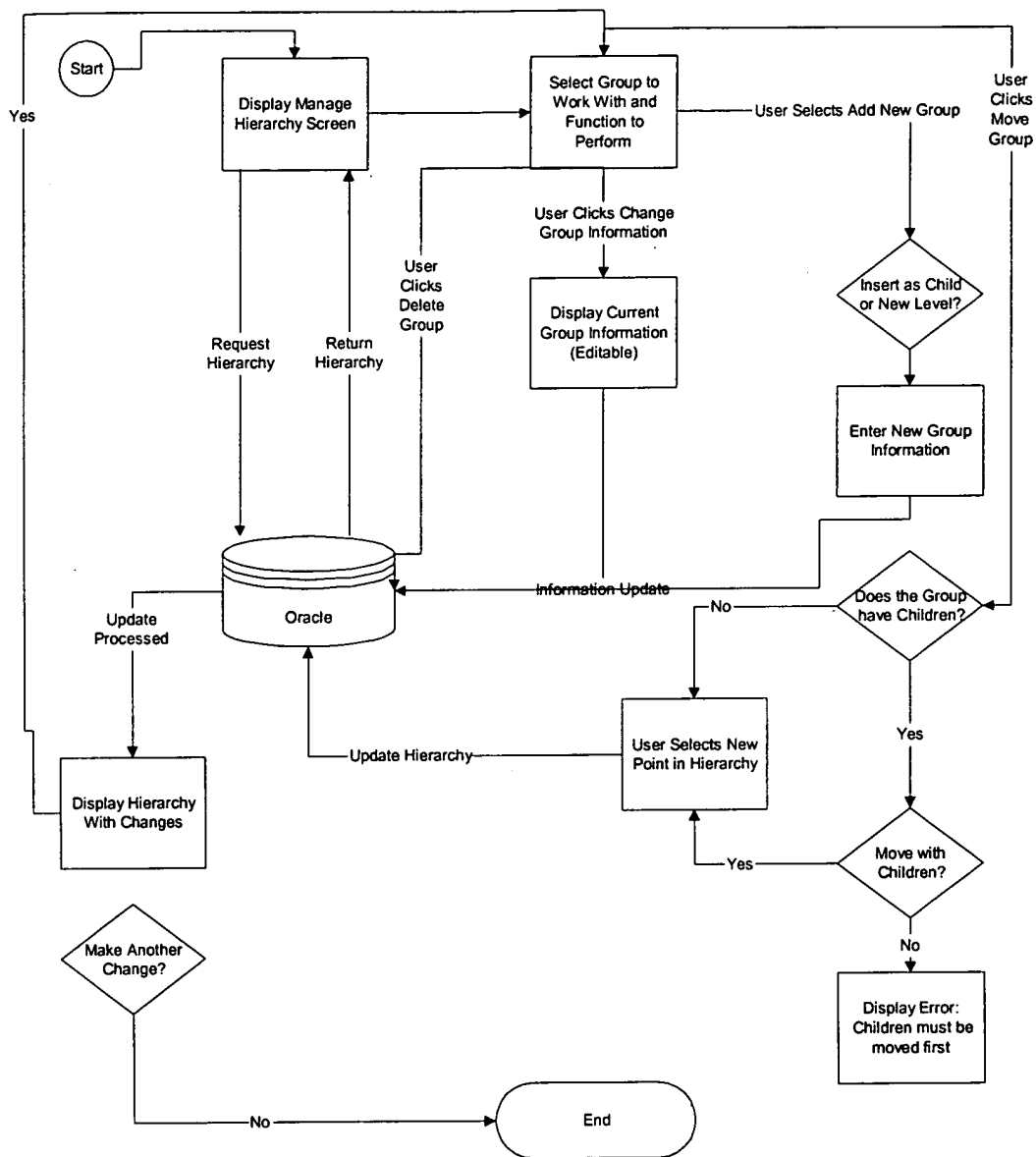


Fig. 87

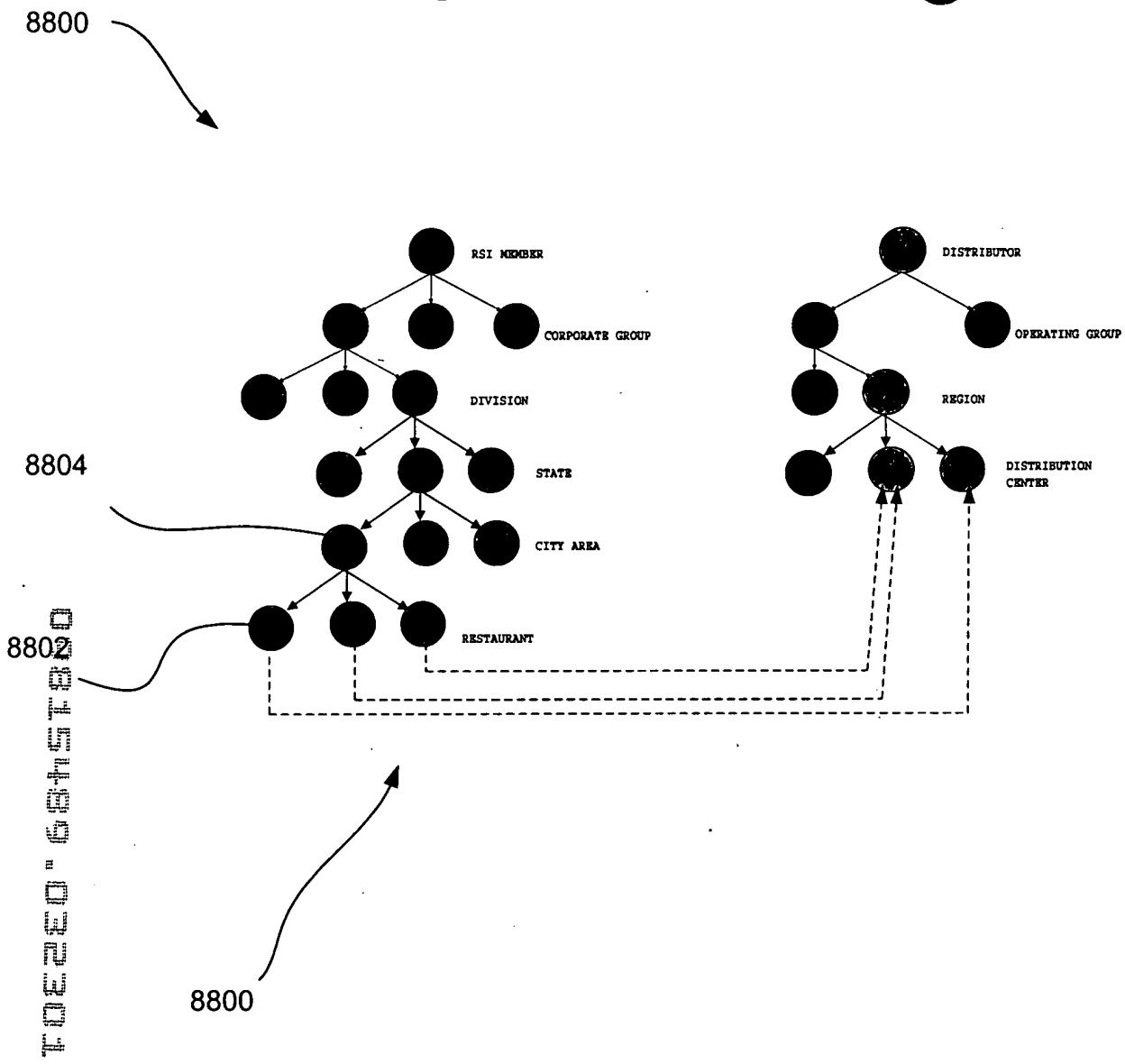


Fig. 88

8902



FIG. 89

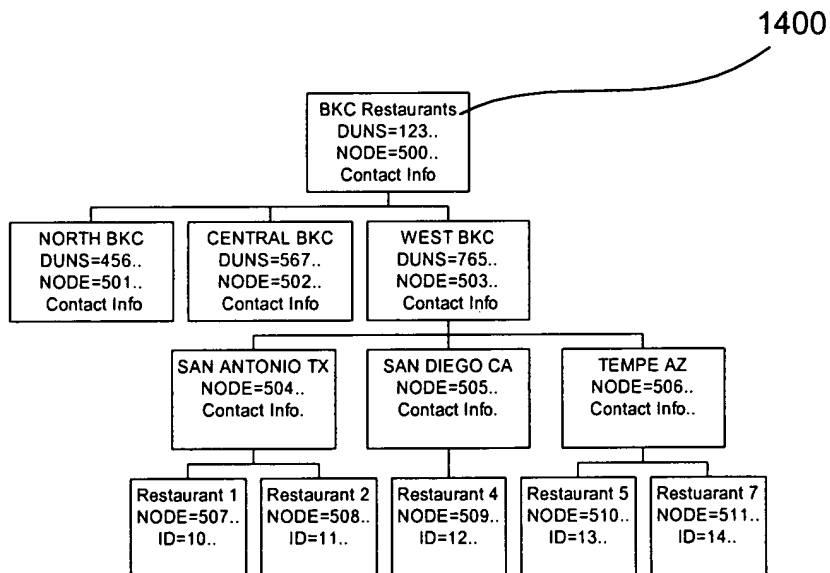


Fig. 89

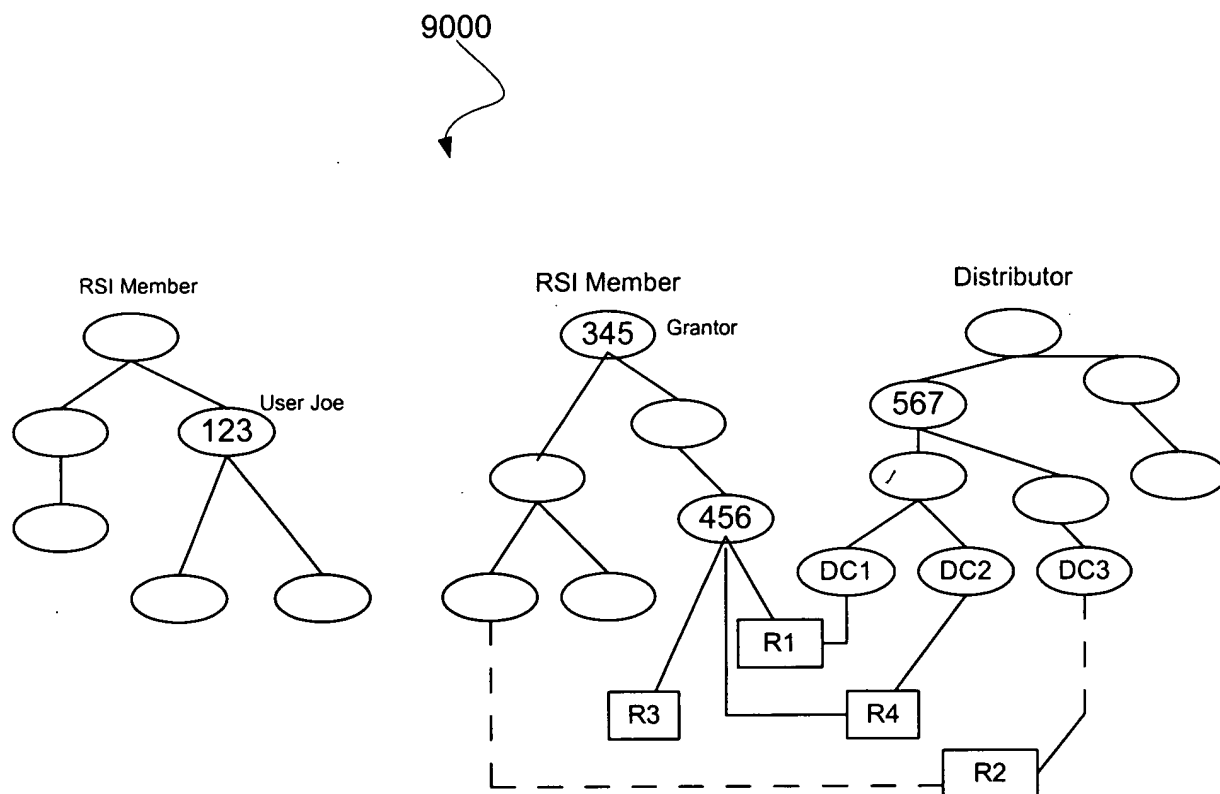


FIG. 90

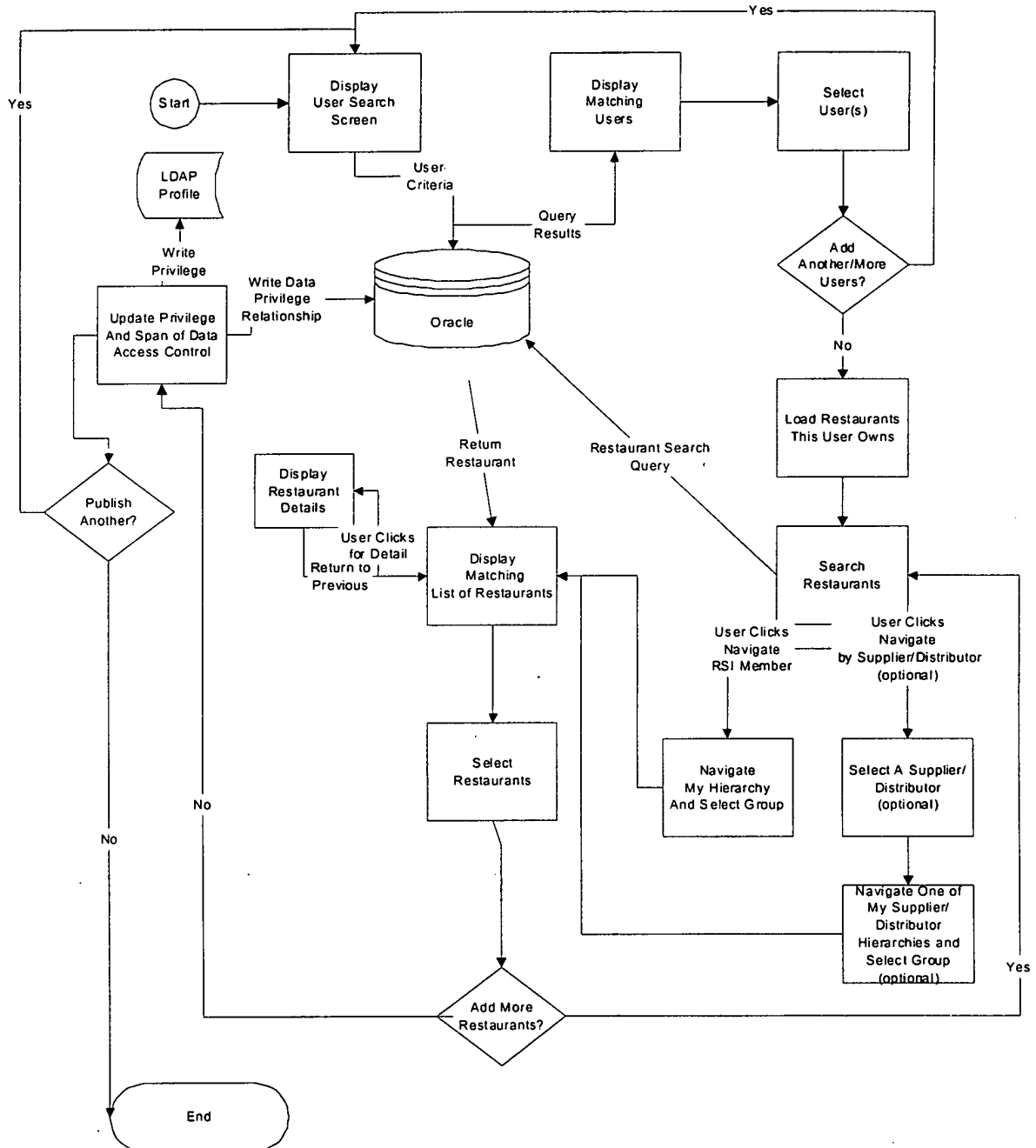


Fig. 91

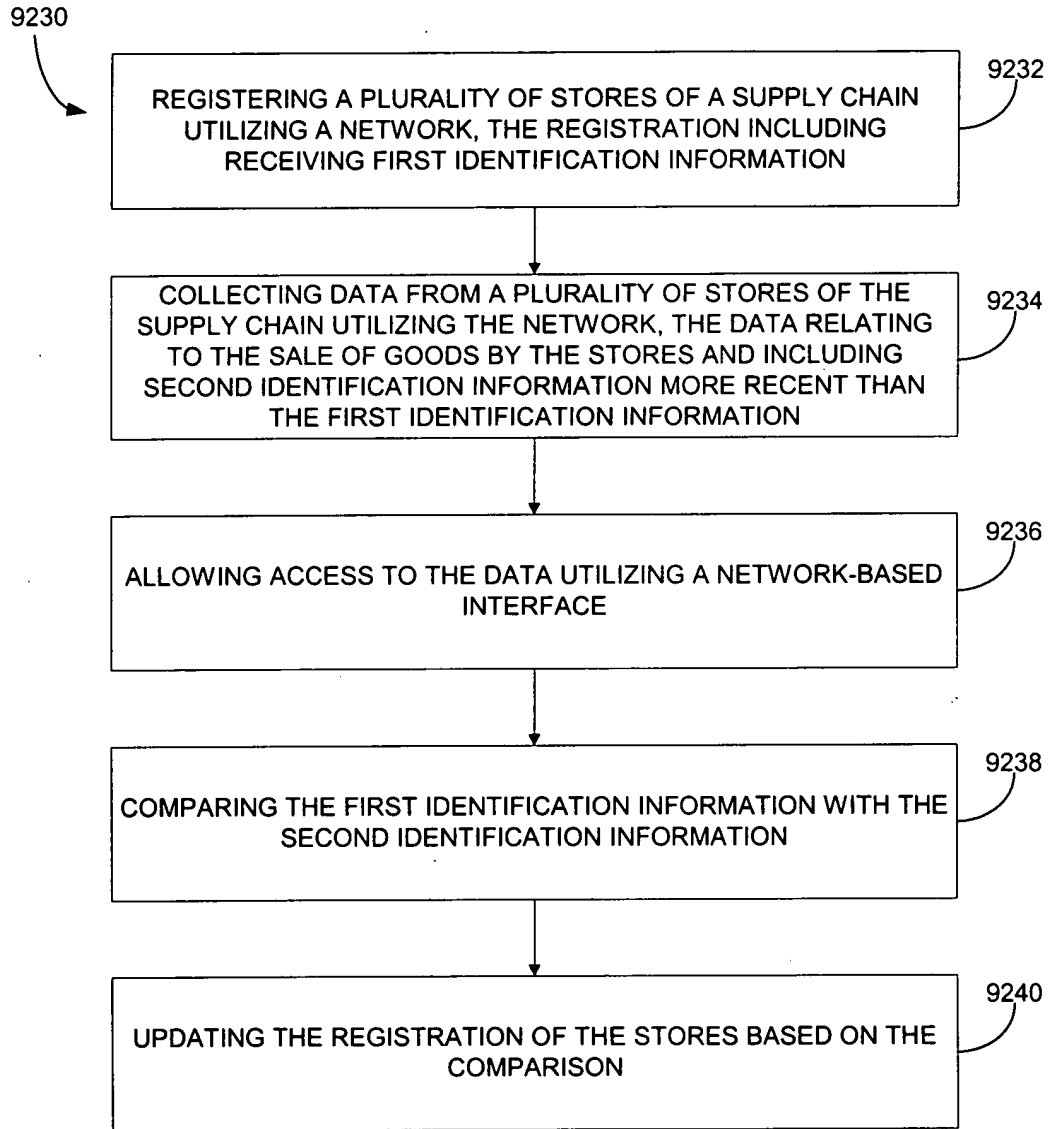


FIG. 92

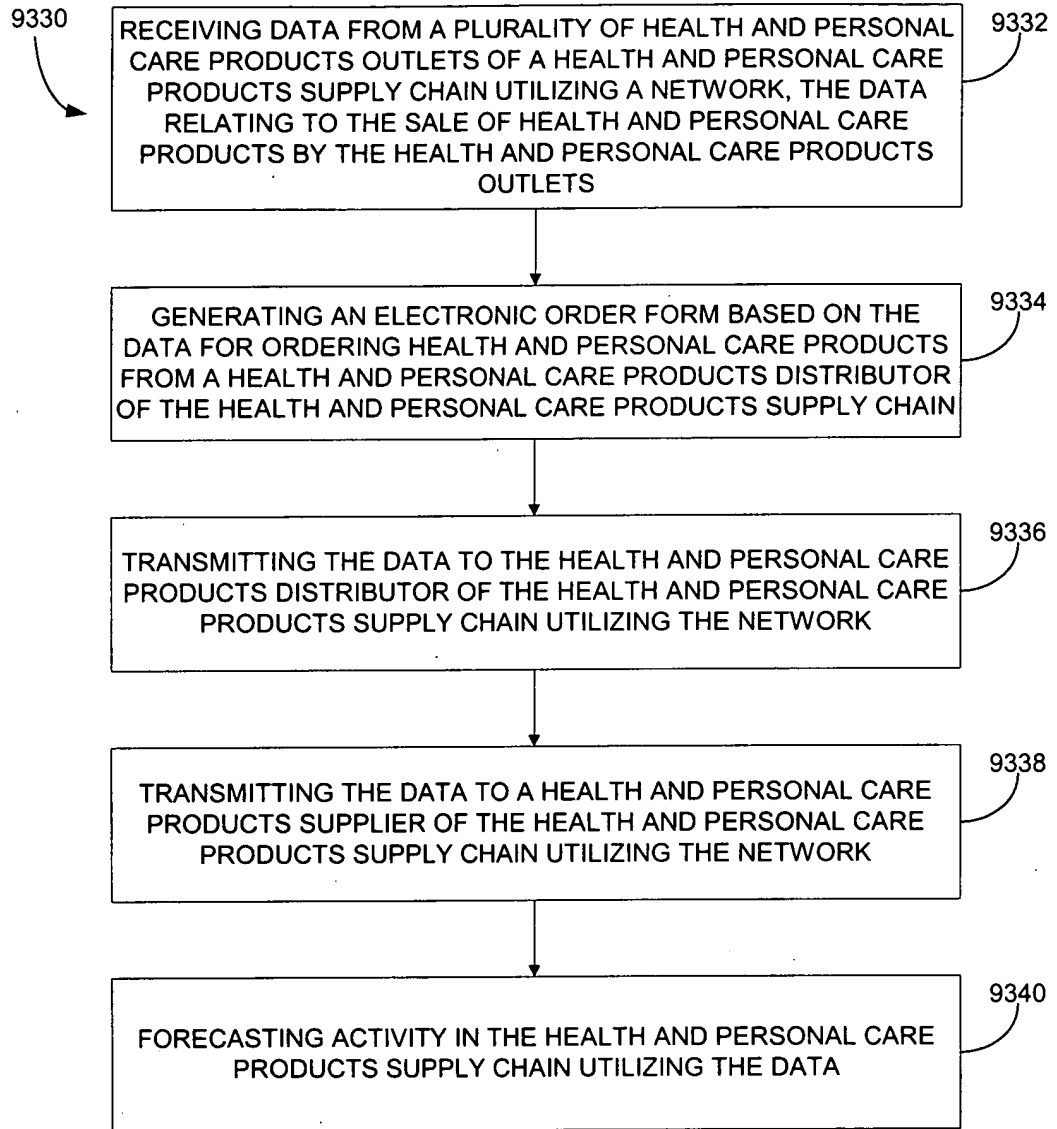


FIG. 93

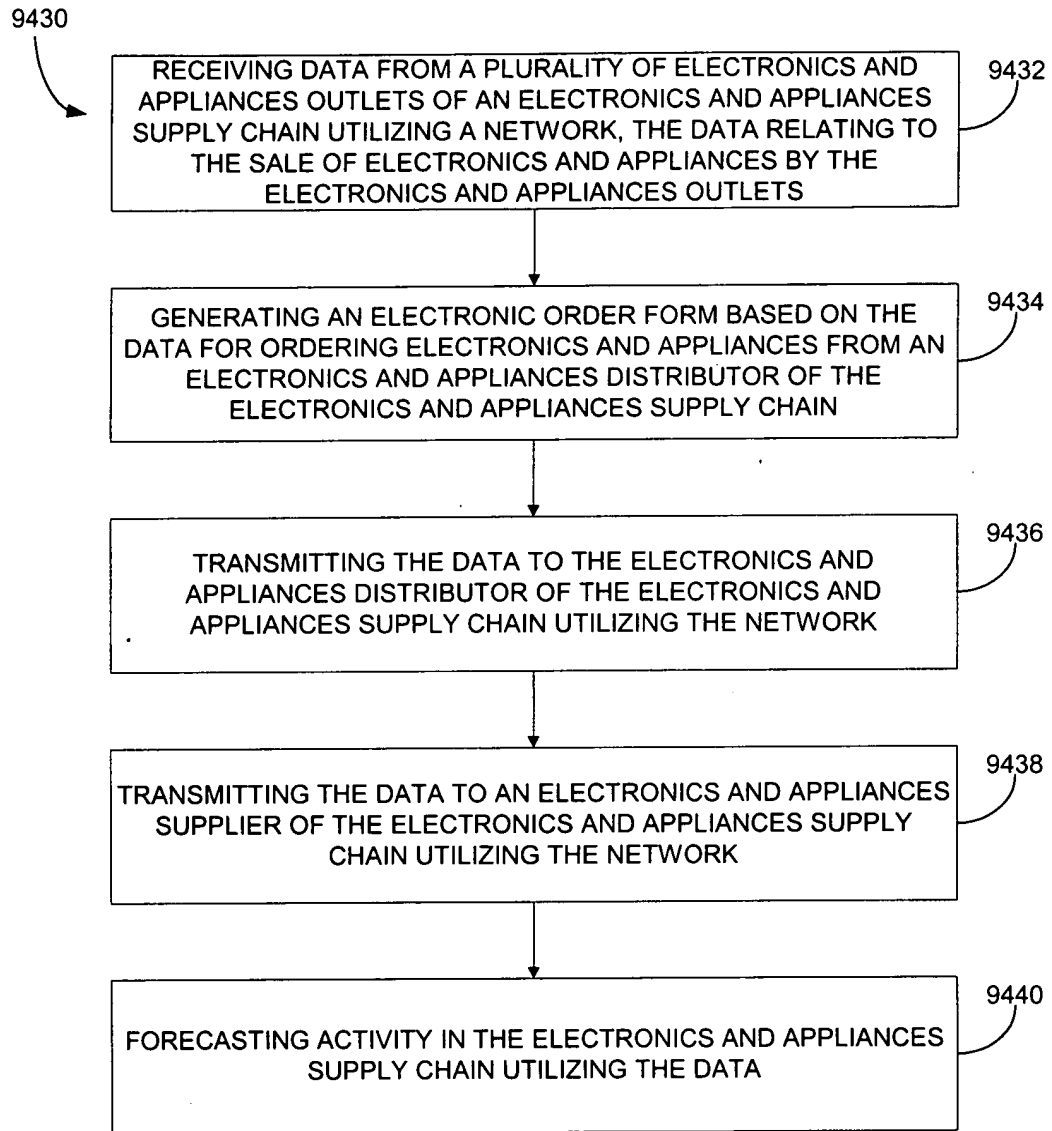


FIG. 94

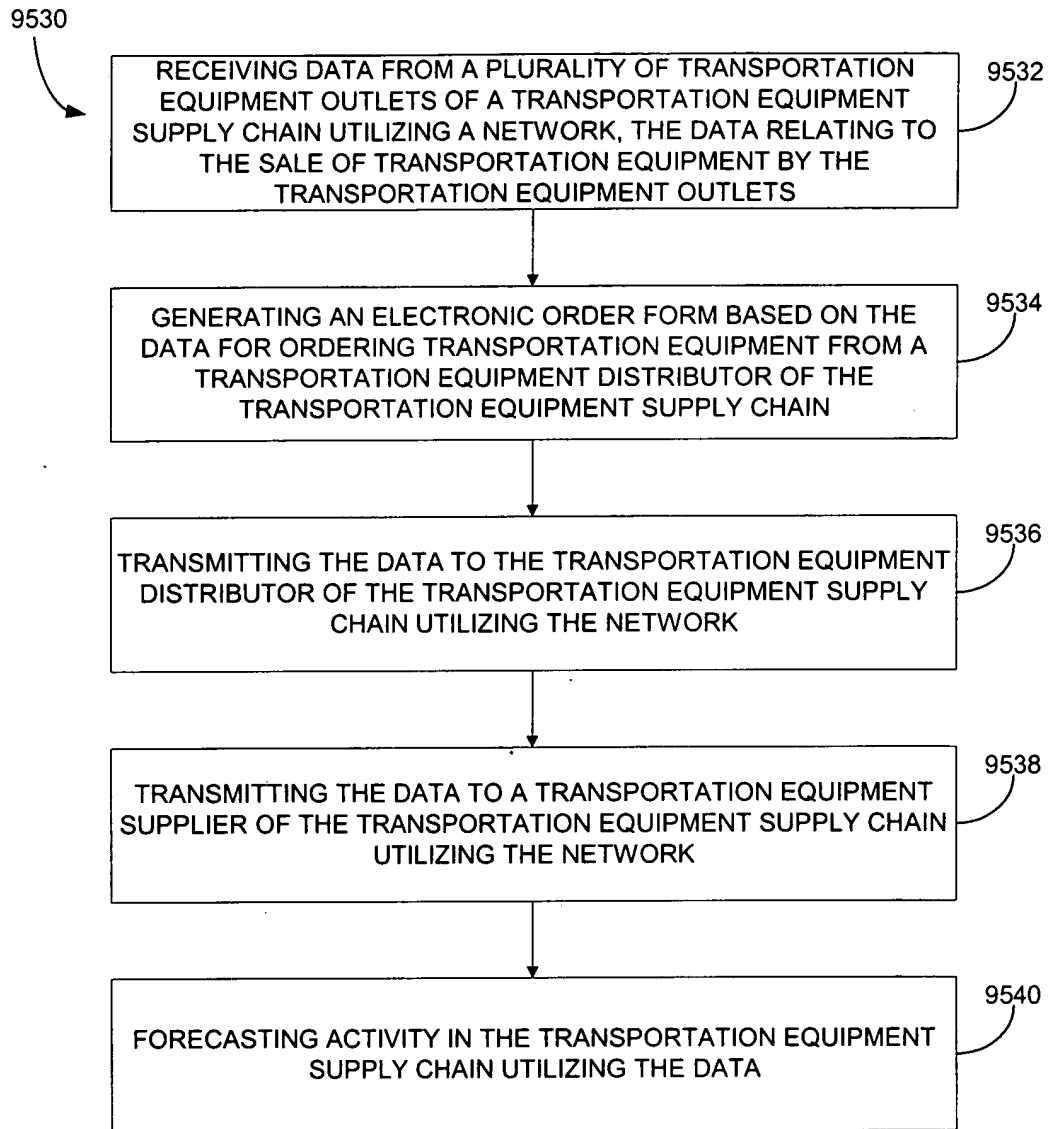


FIG. 95

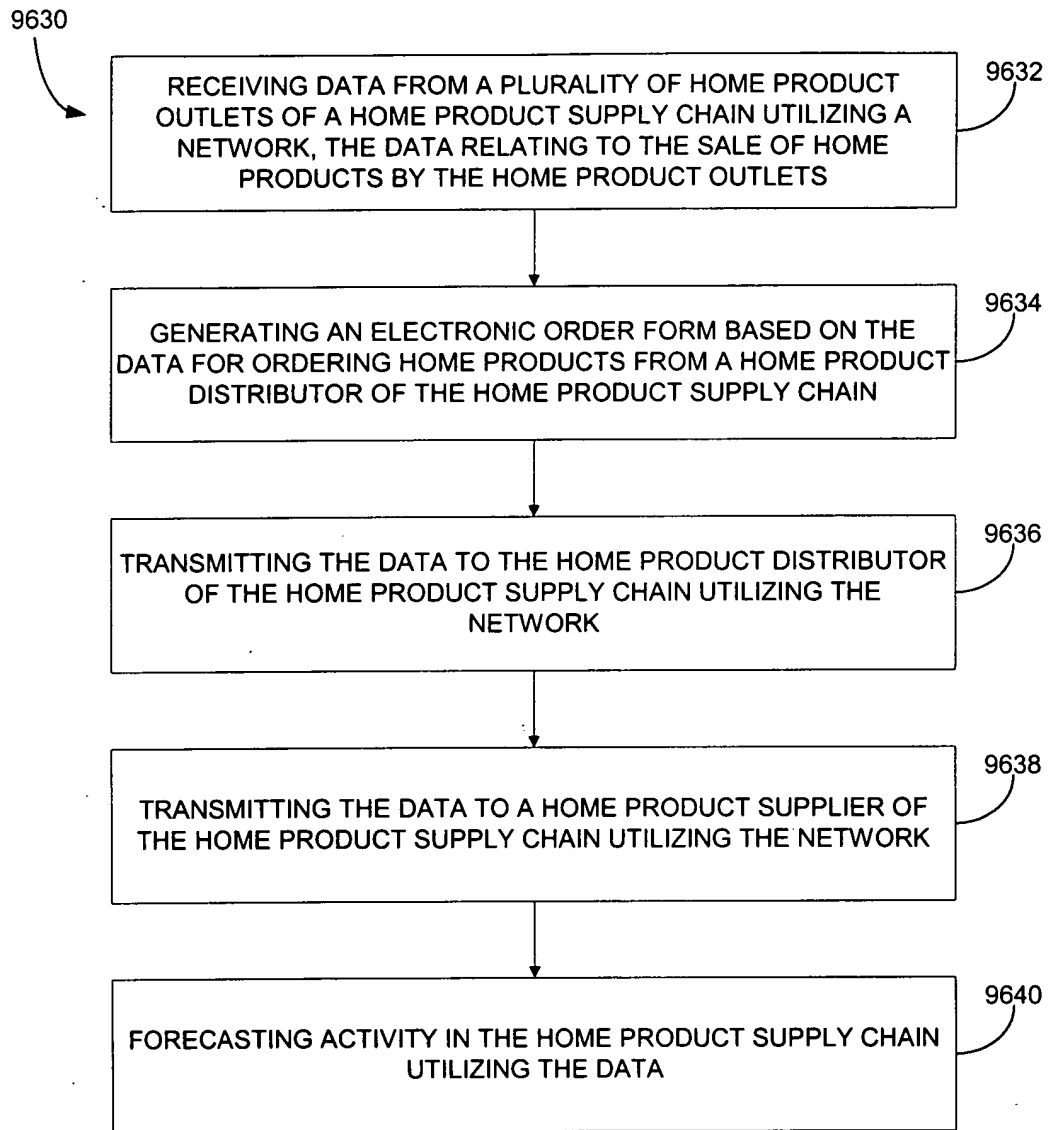


FIG. 96

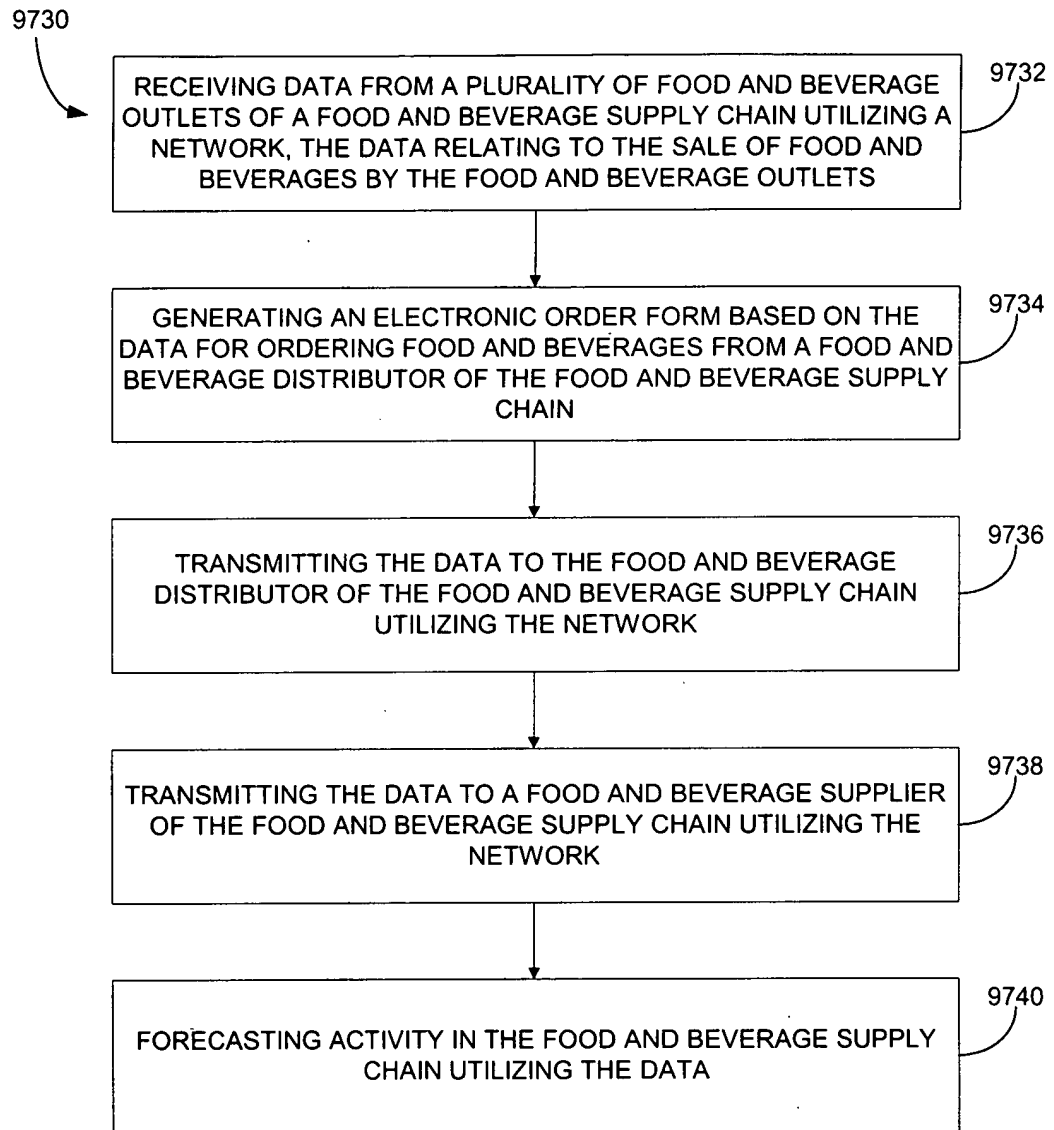


FIG. 97

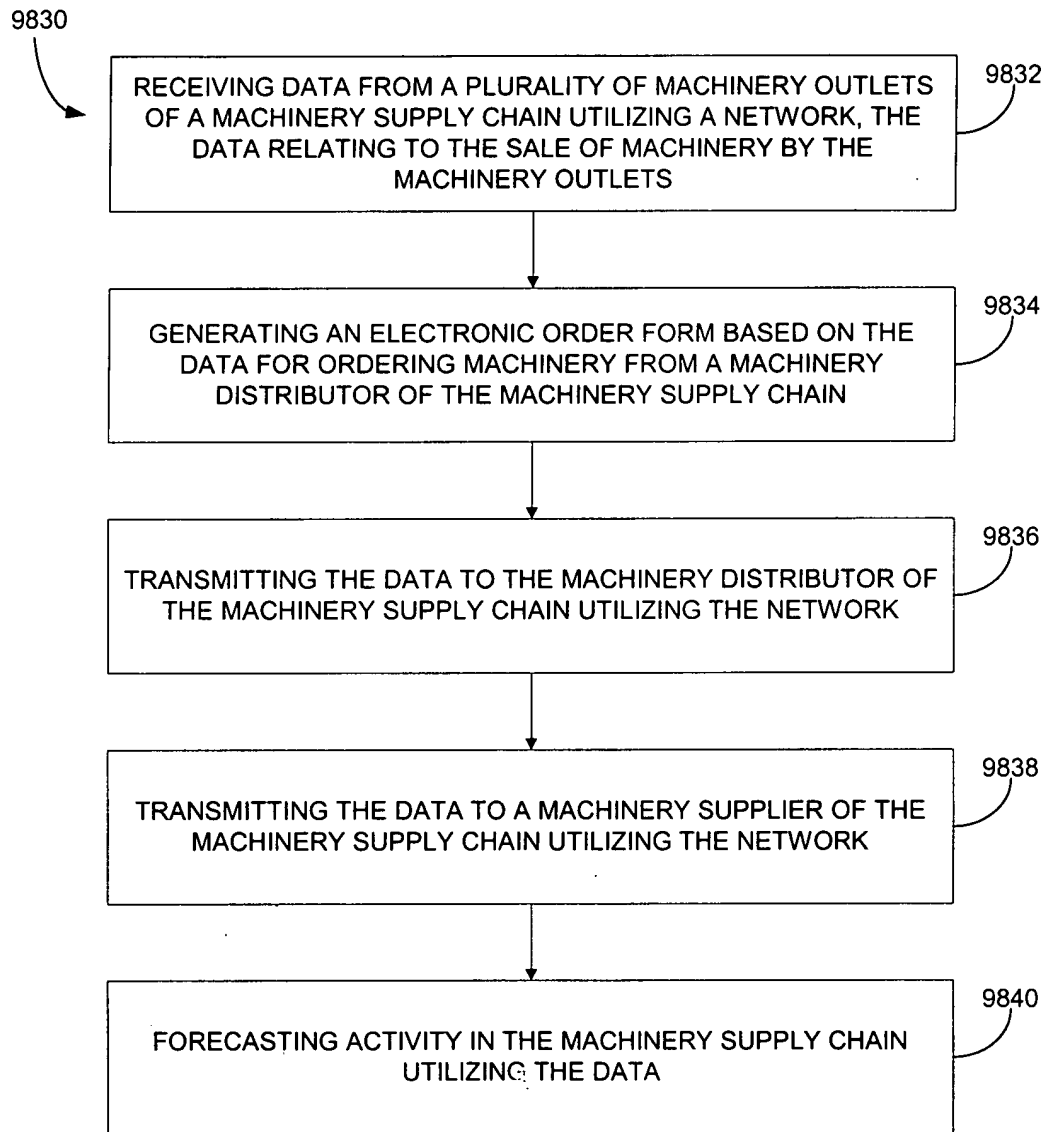


FIG. 98

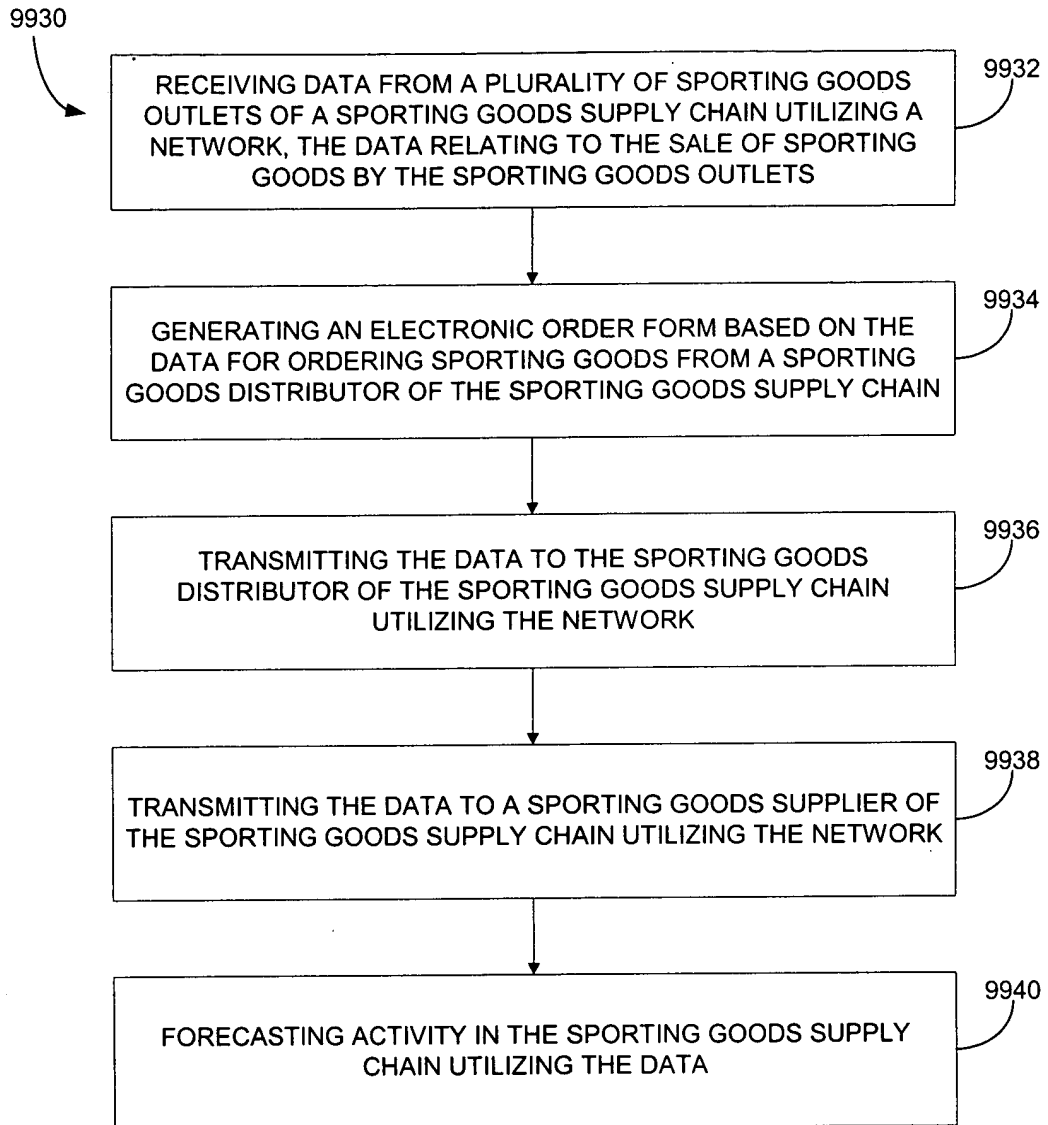


FIG. 99

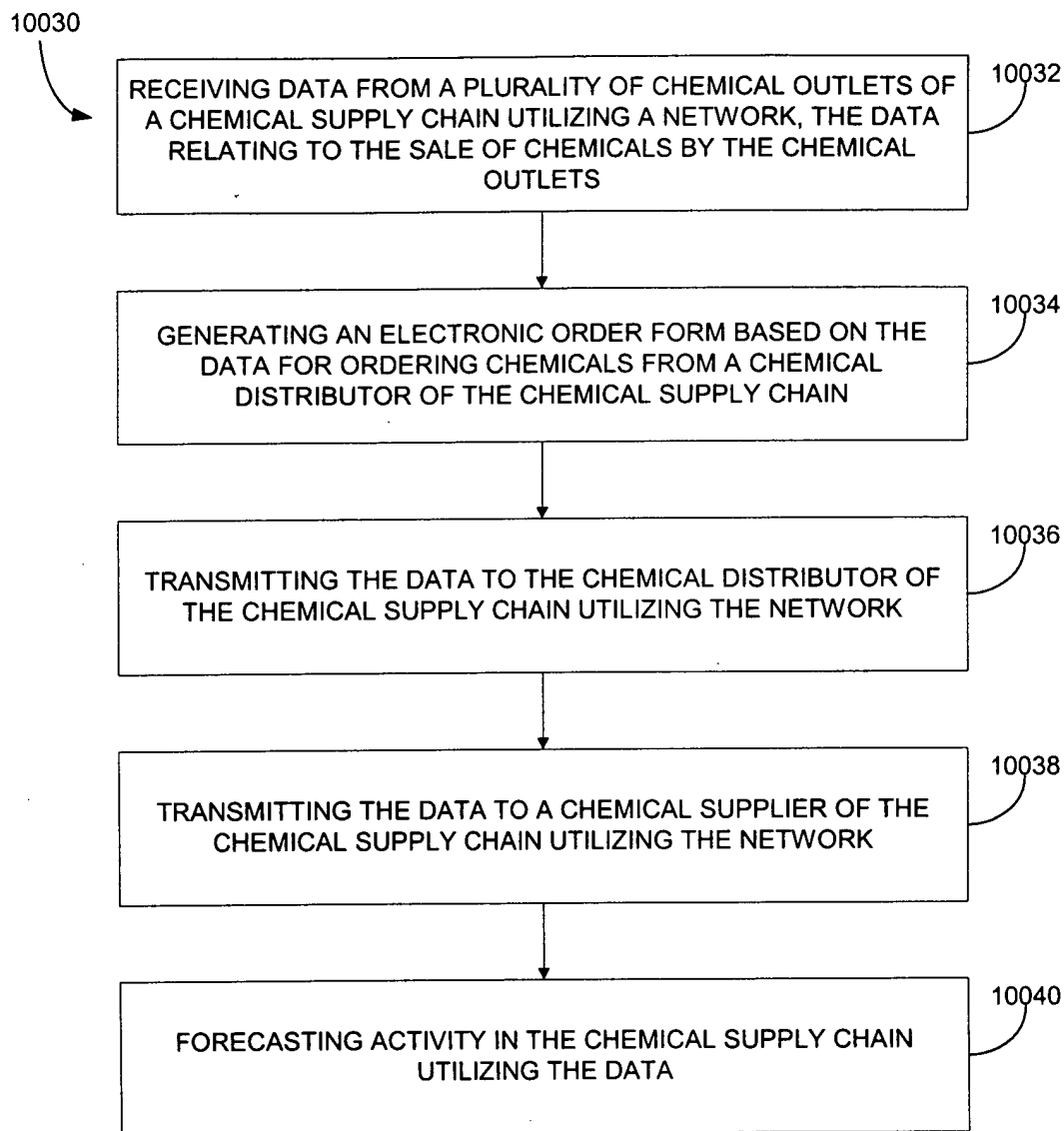


FIG. 100

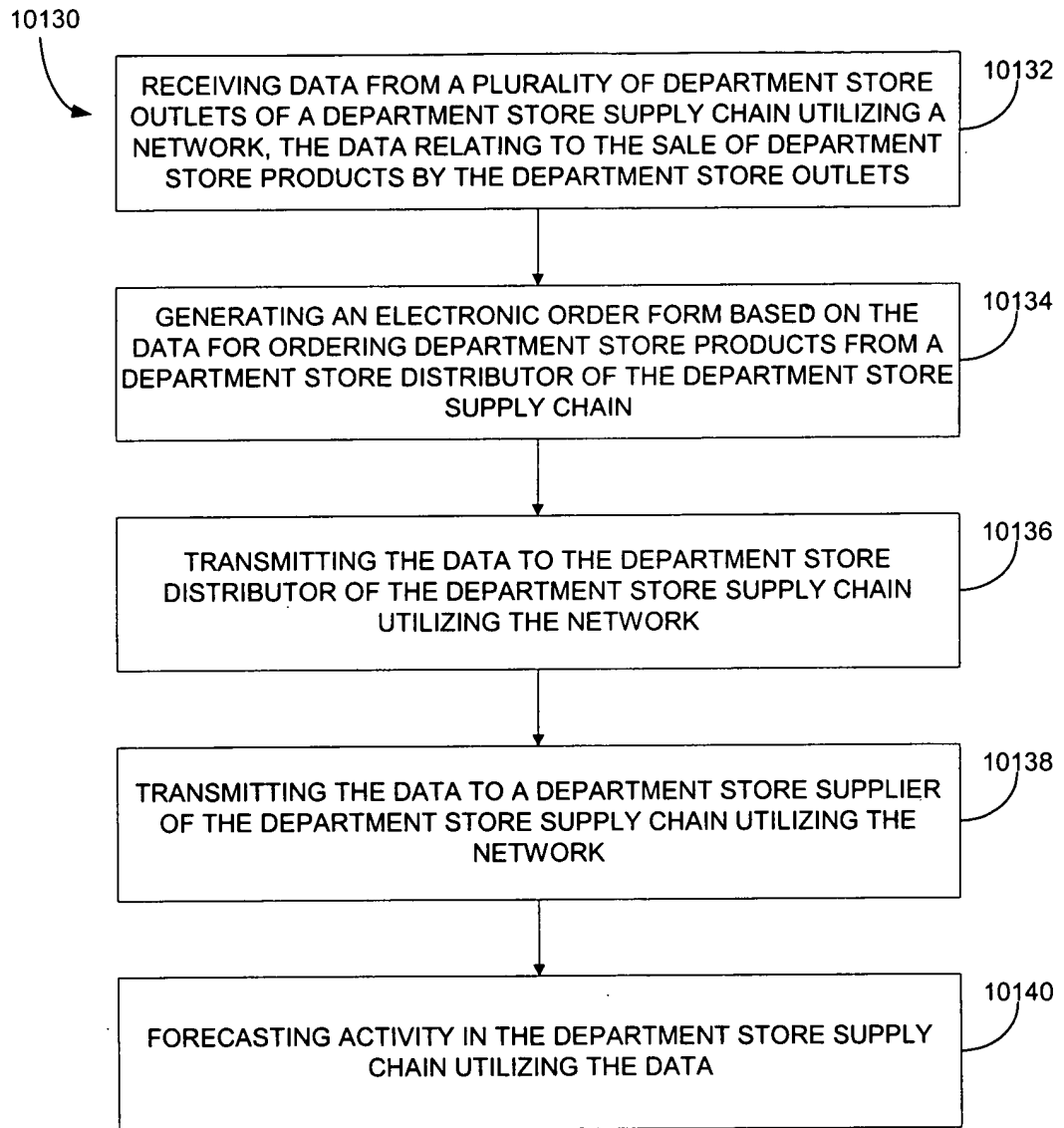


FIG. 101

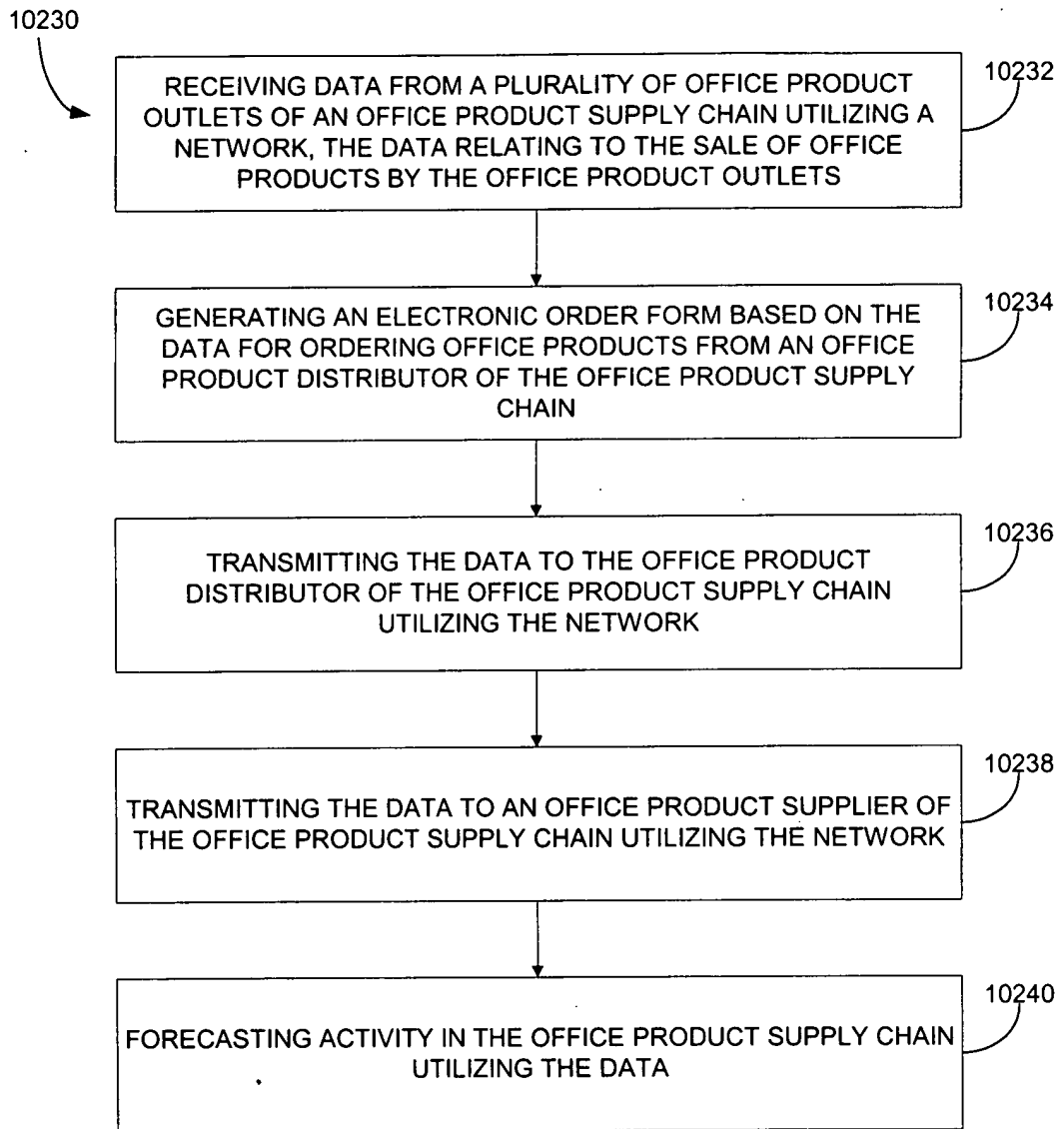


FIG. 102A

10260

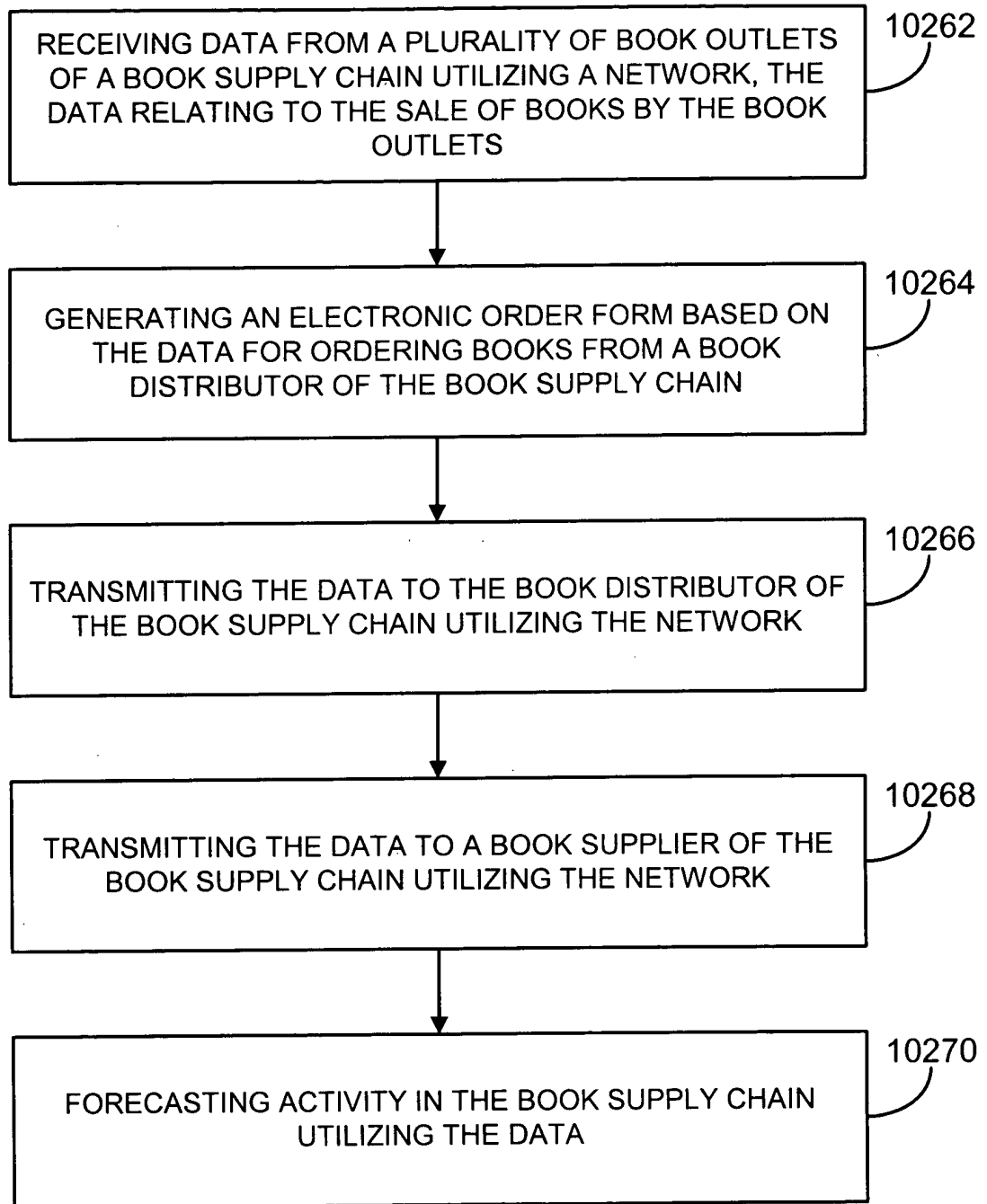


FIG. 102B

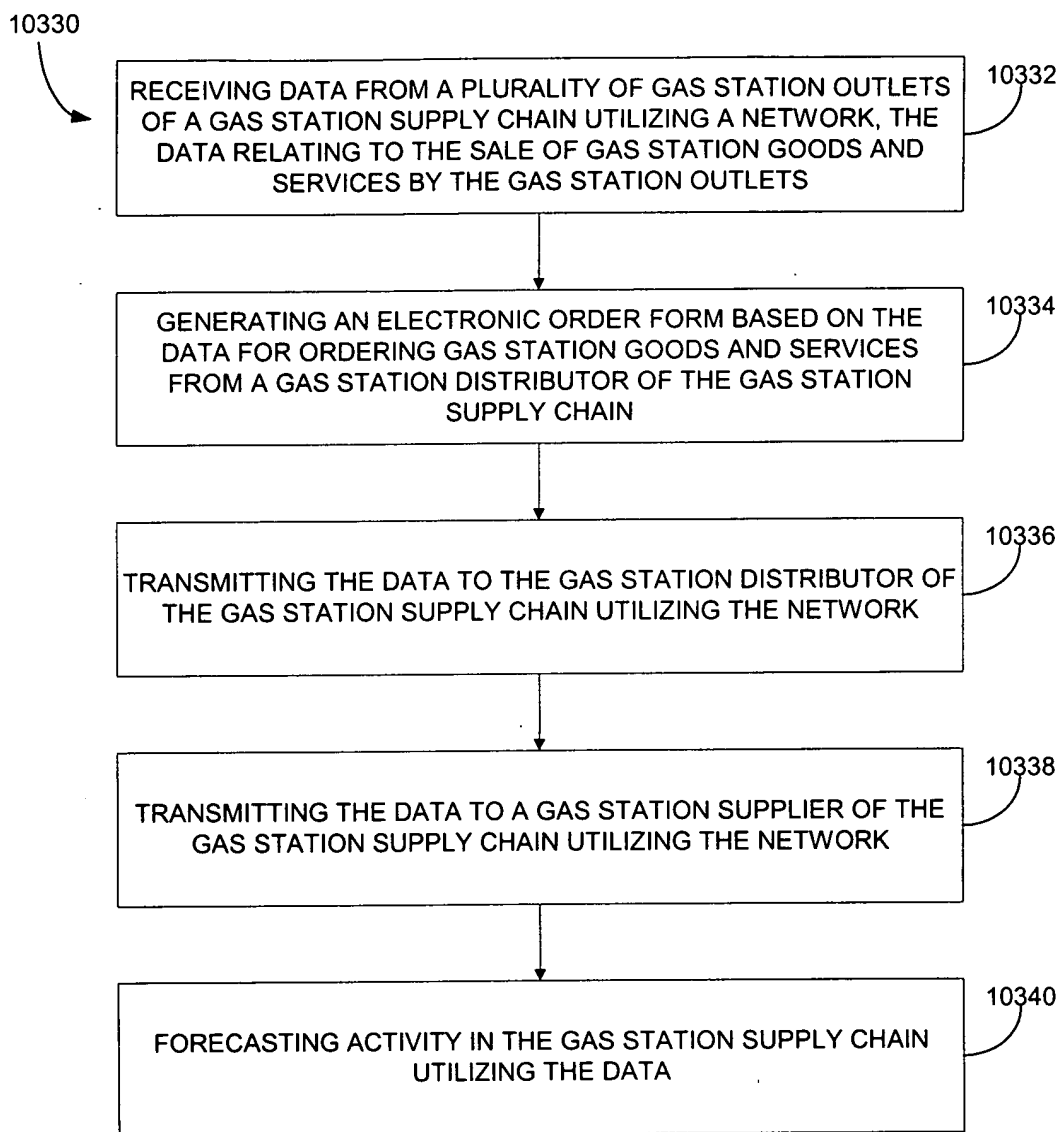


FIG. 103

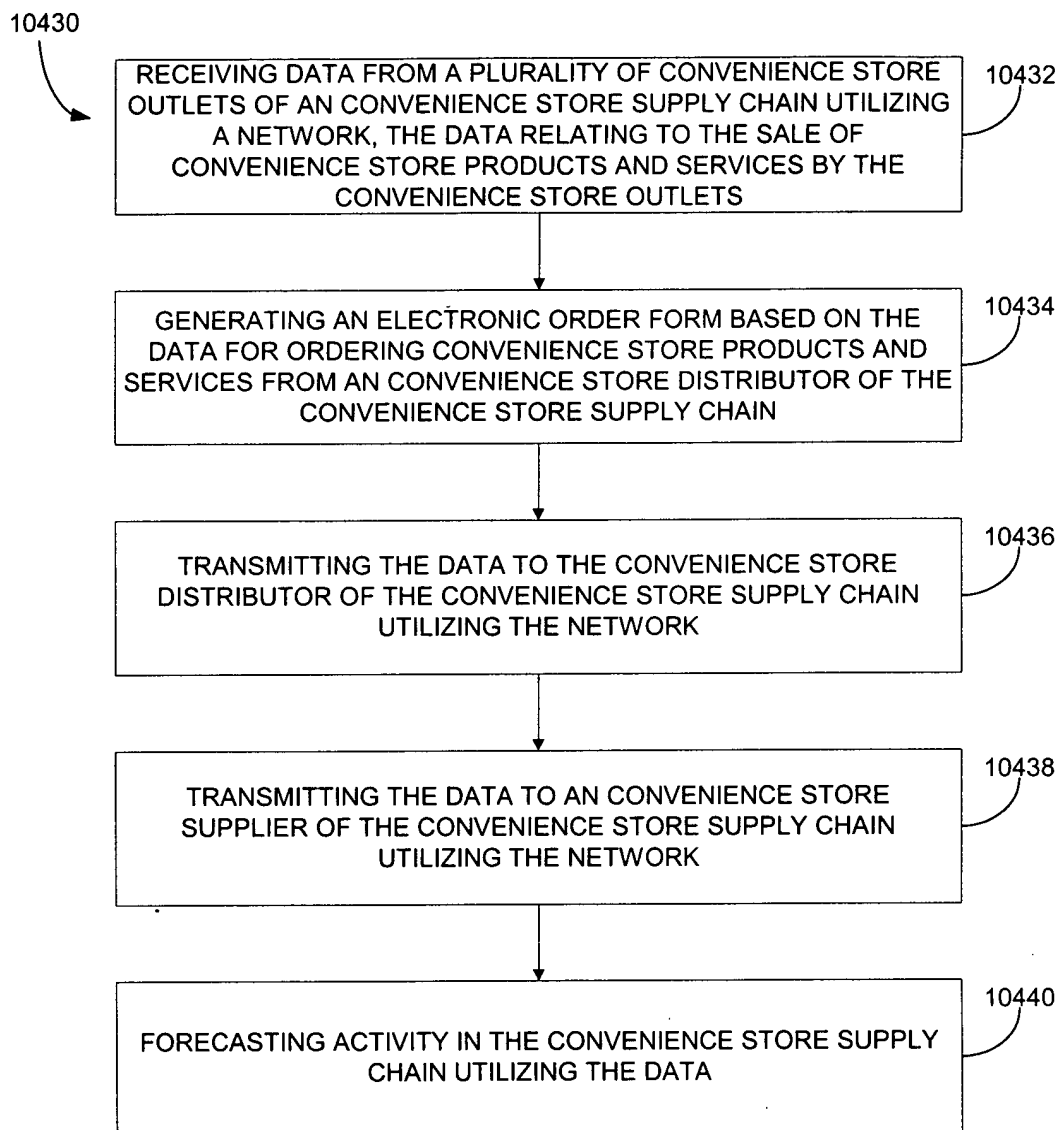


FIG. 104A

10460

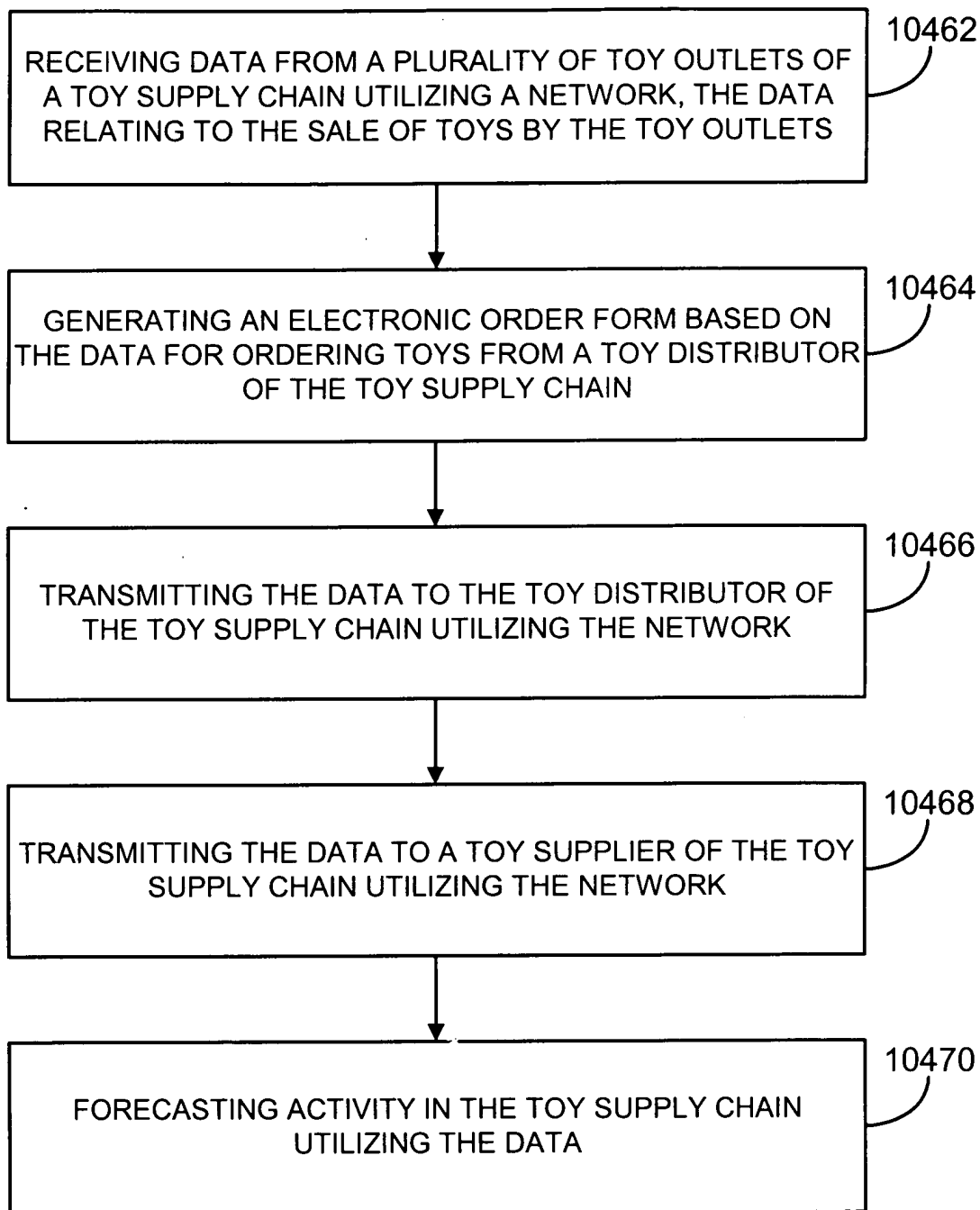


FIG. 104B

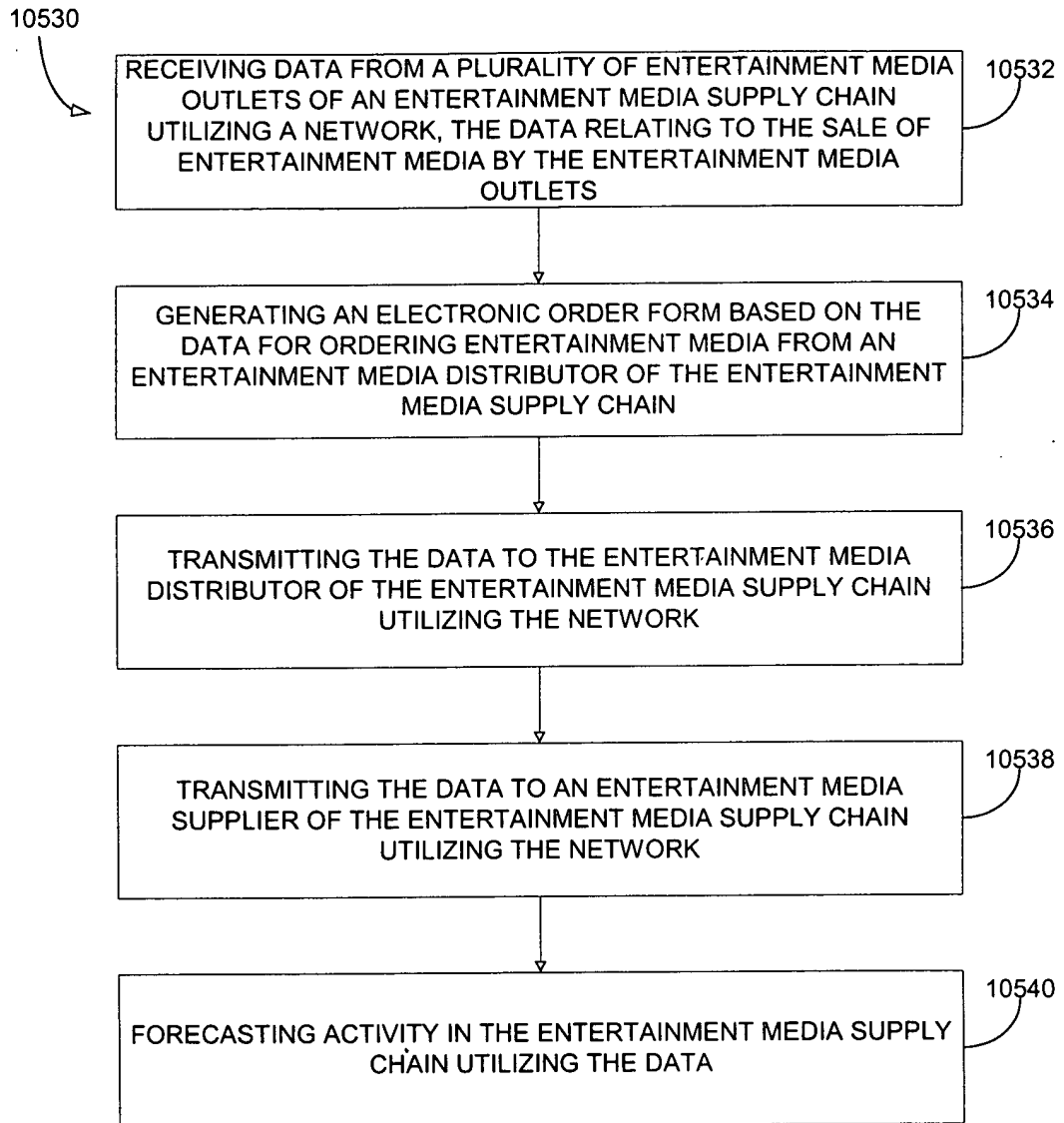


FIG. 105

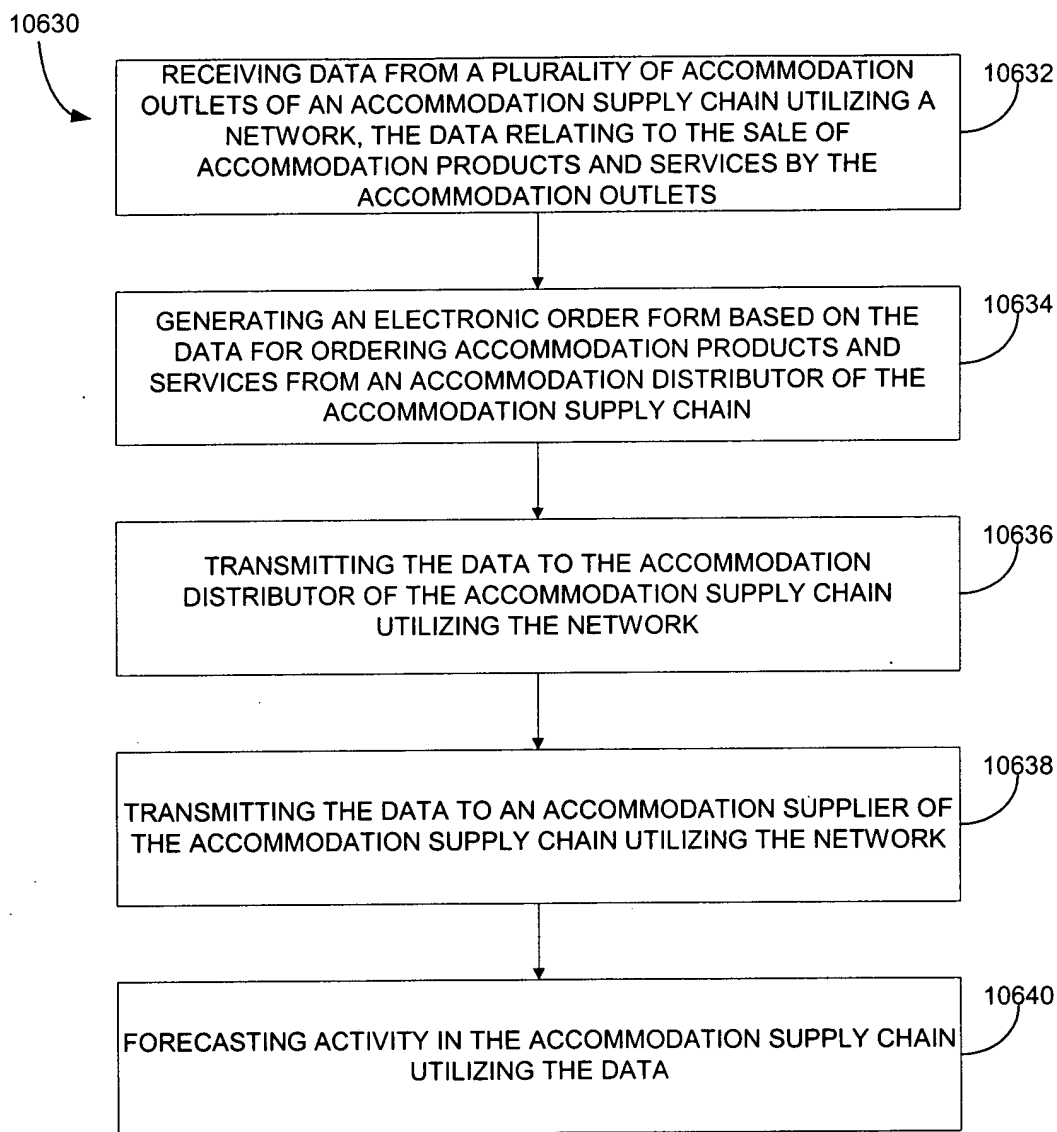


FIG. 106

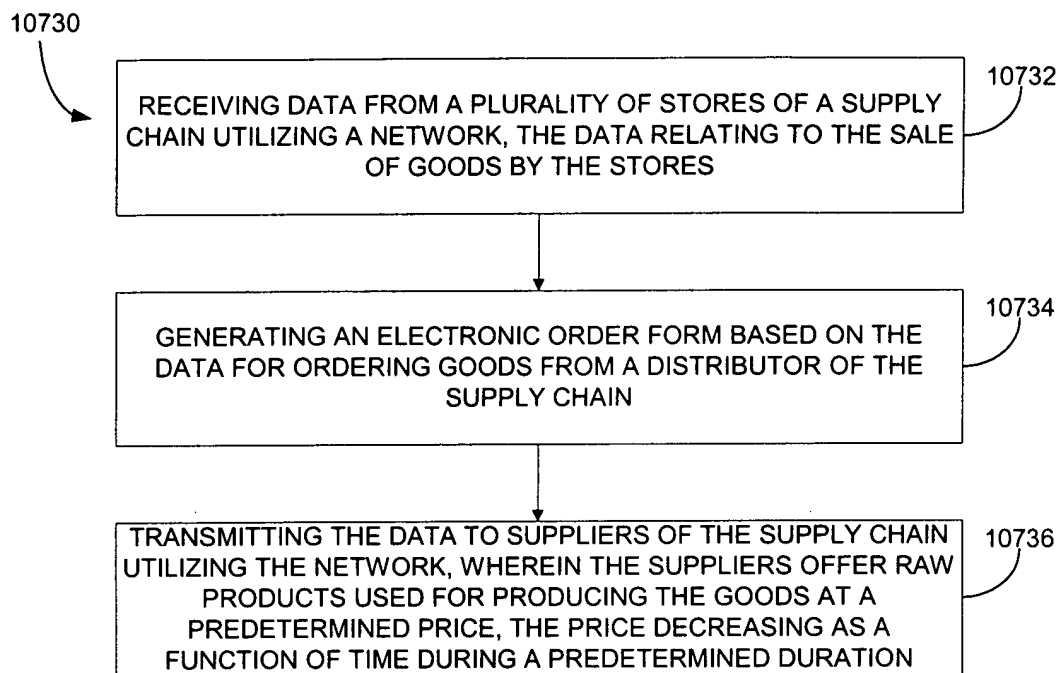


FIG. 107

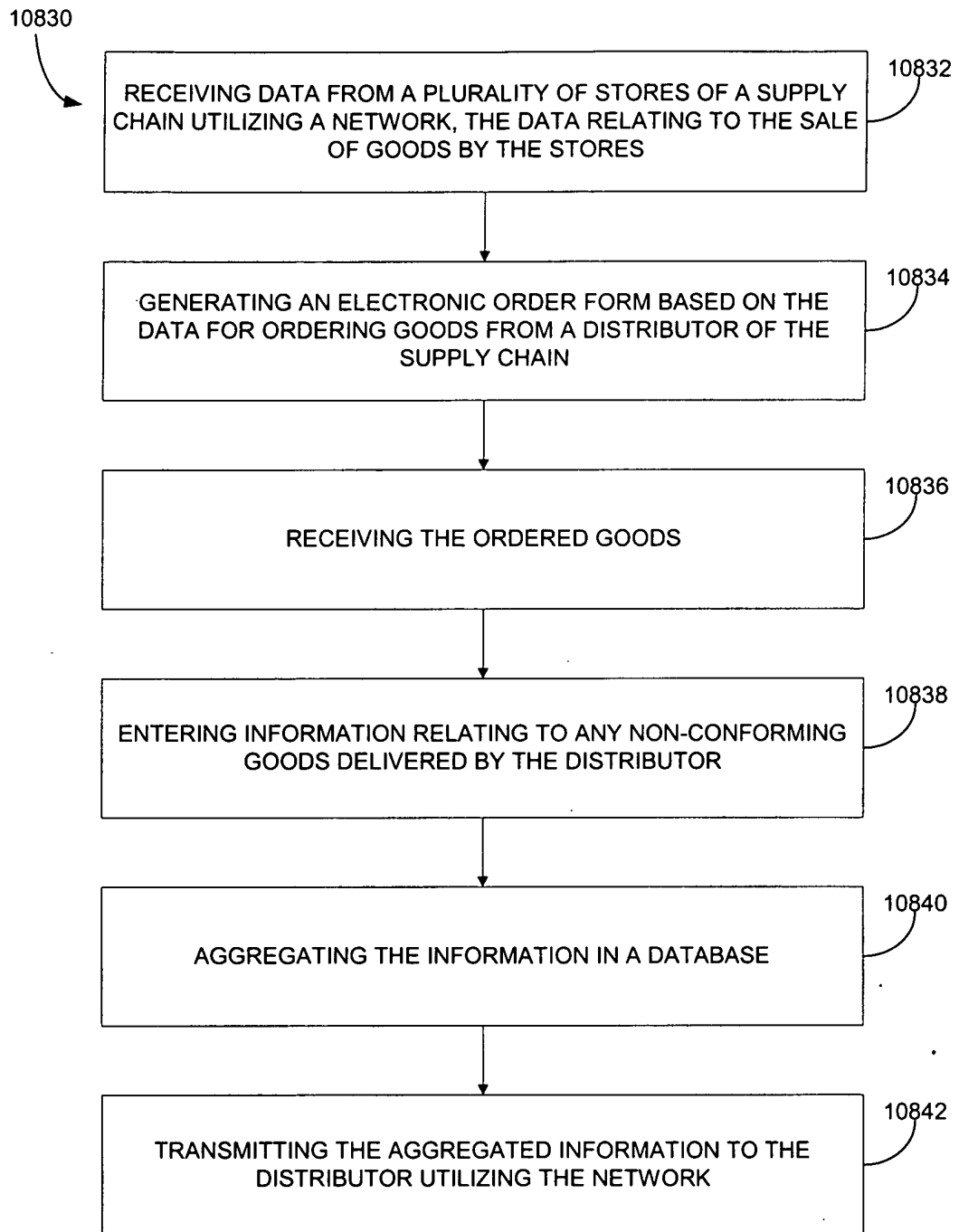


FIG. 108

10900

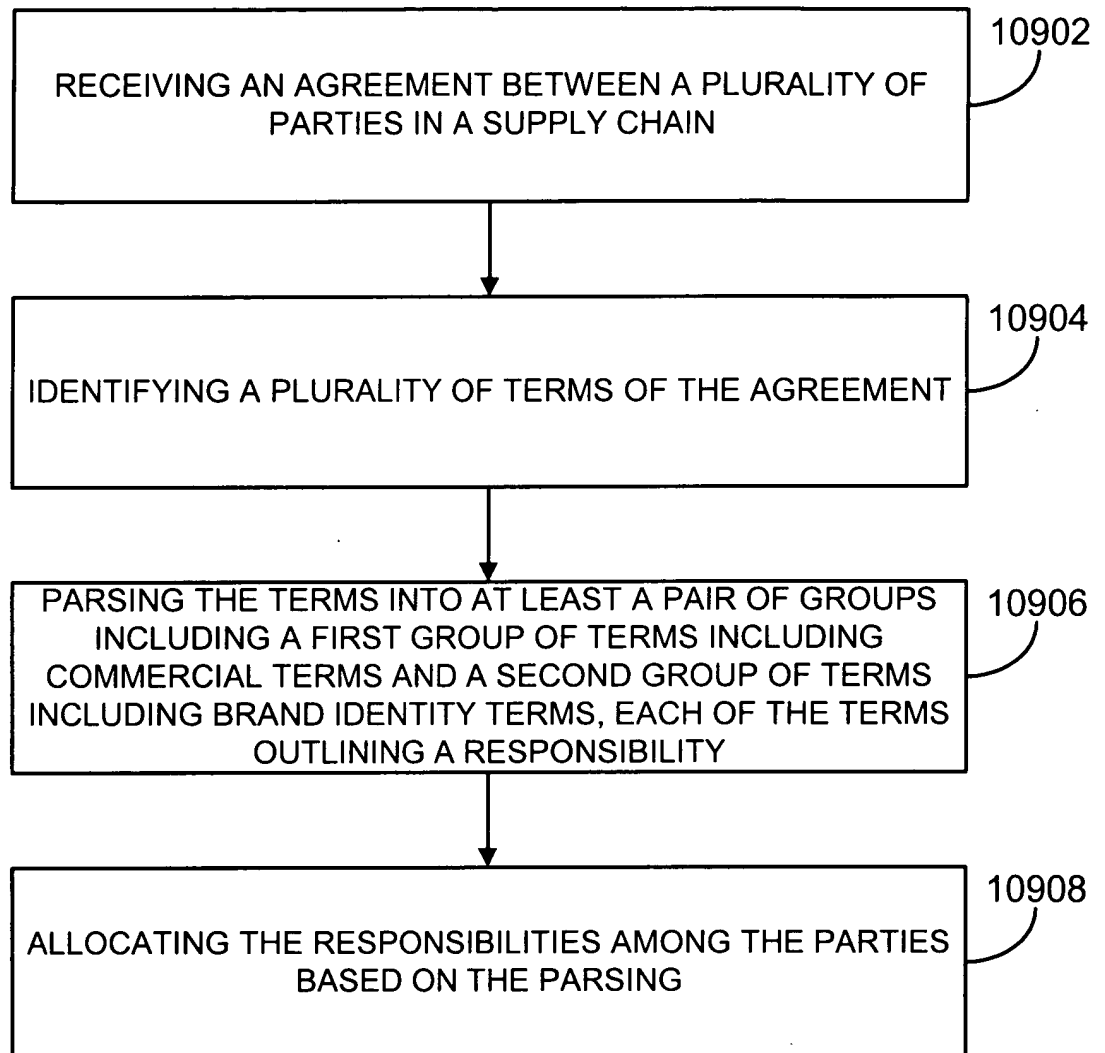


FIG. 109

11000

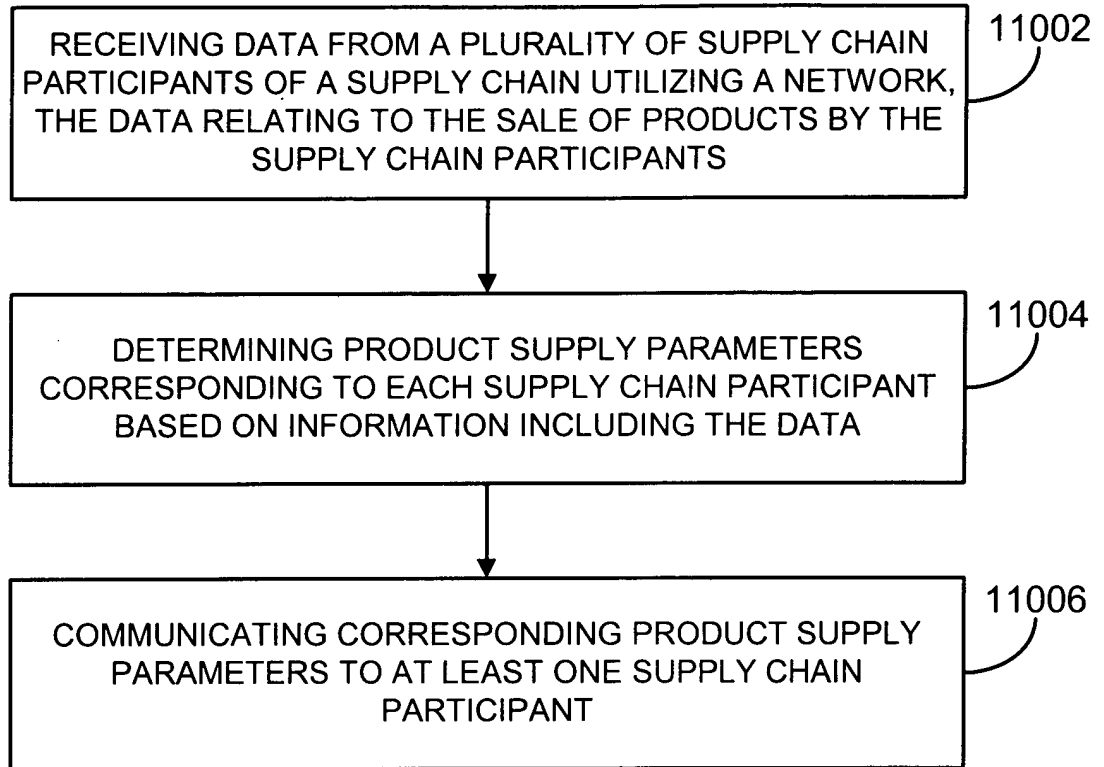


FIG. 110

11100



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102



DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104



APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

11200

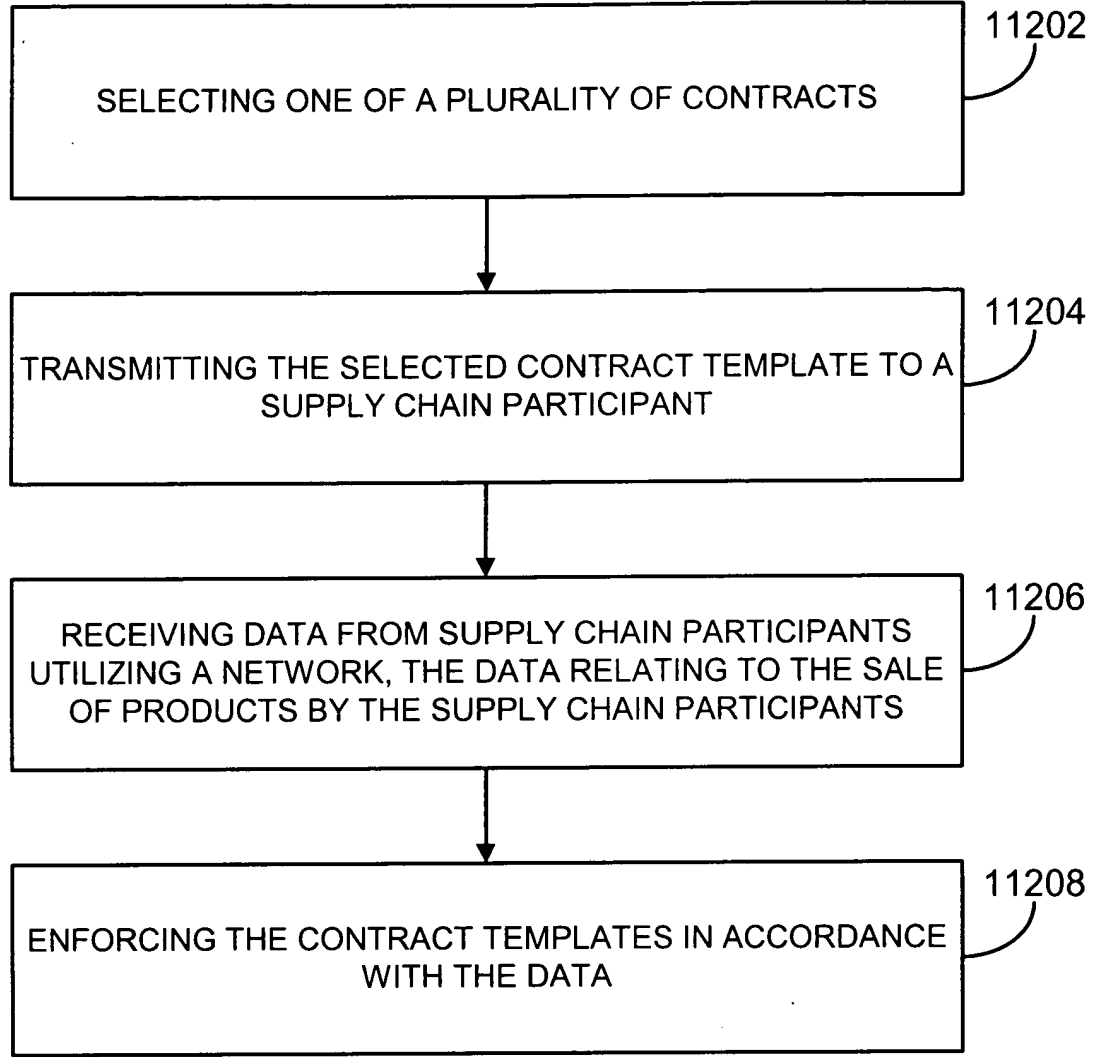


FIG. 112

11300

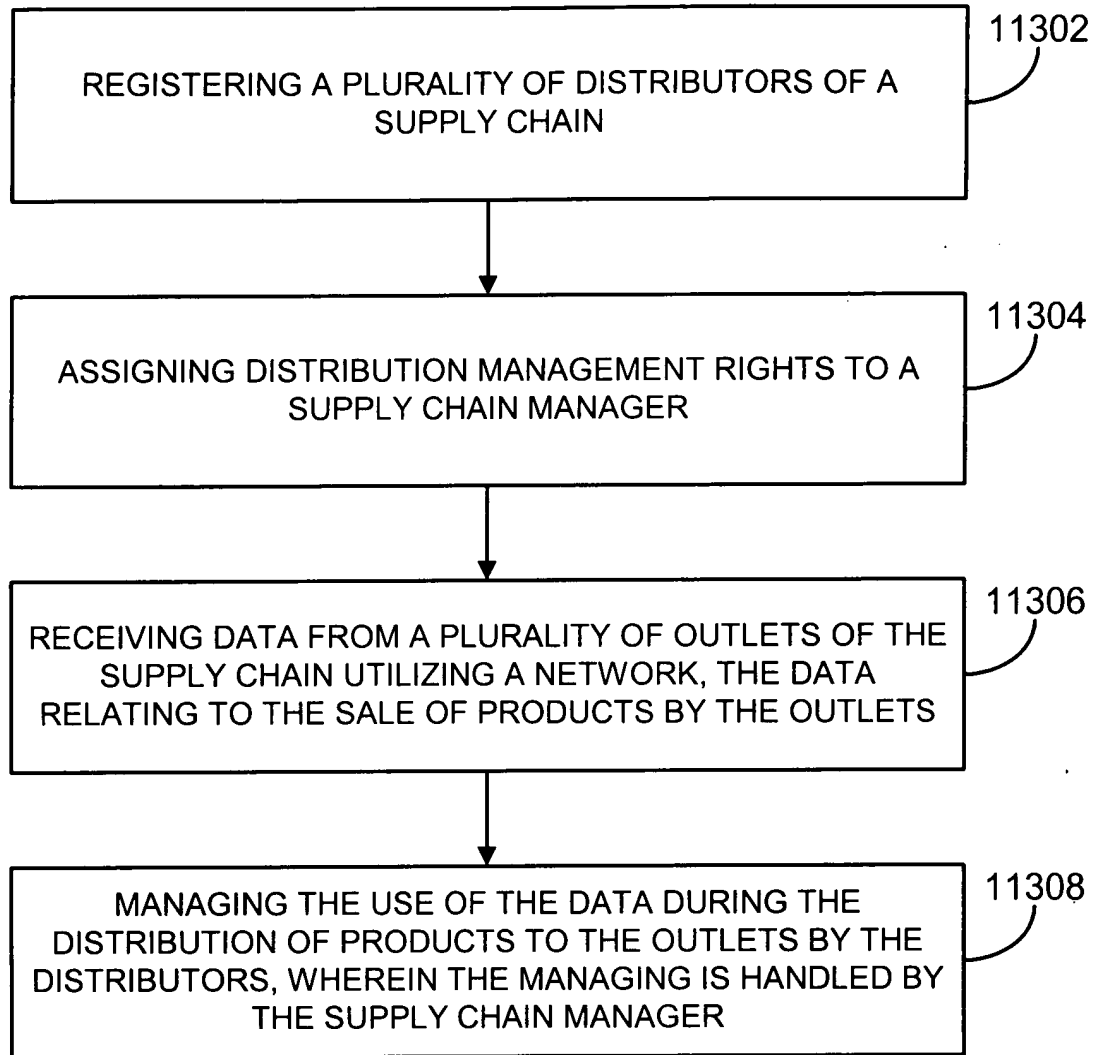


FIG. 113

11400



REGISTERING A PLURALITY OF DISTRIBUTORS OF A
SUPPLY CHAIN

11402



ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN
MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH
DISTRIBUTOR

11404



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11406



TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS
VIA THE CORRESPONDING LOCAL DISTRIBUTION
COMMITTEE UTILIZING THE NETWORK

11408

FIG. 114

FIG. 114

11500

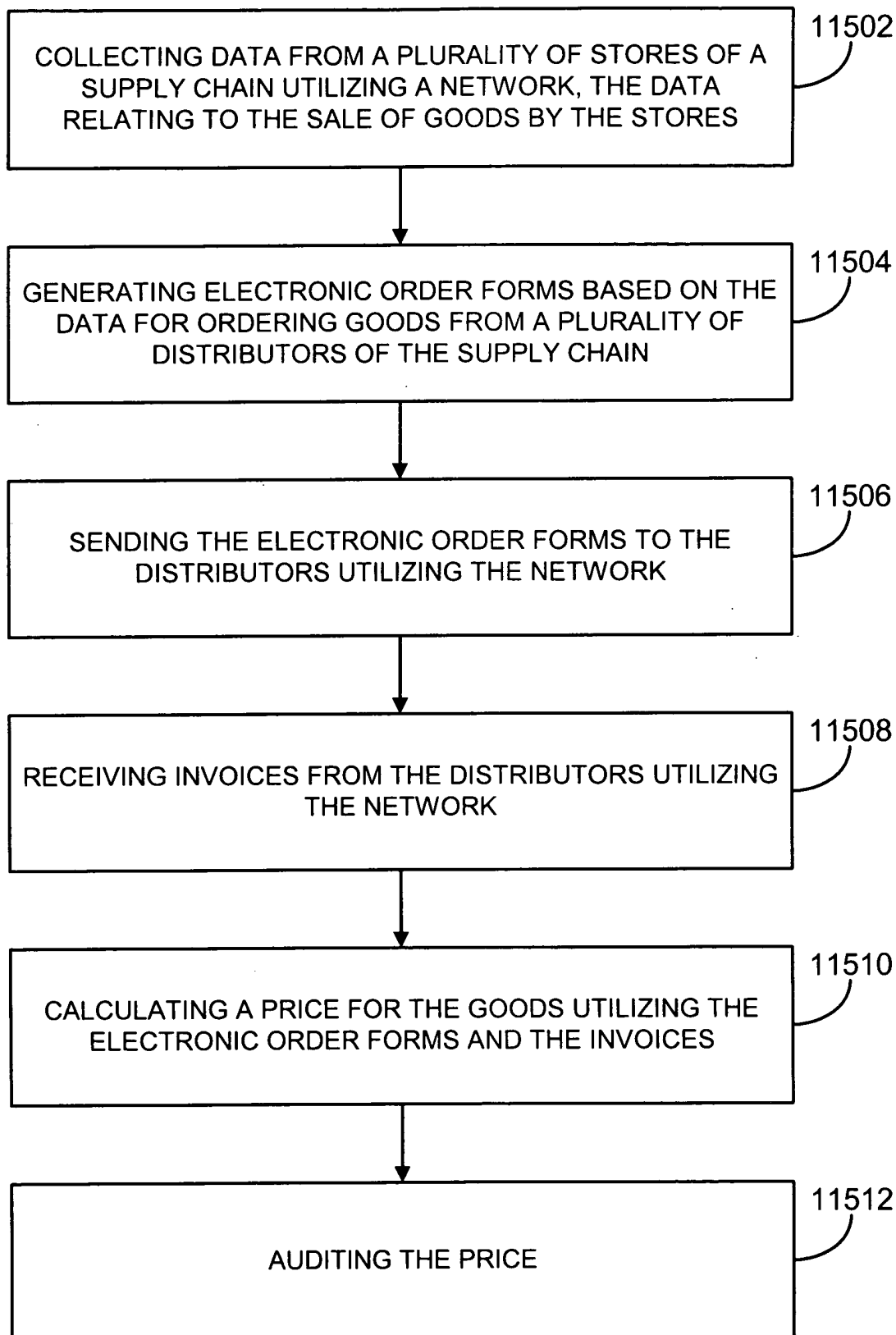


FIG. 115

11600

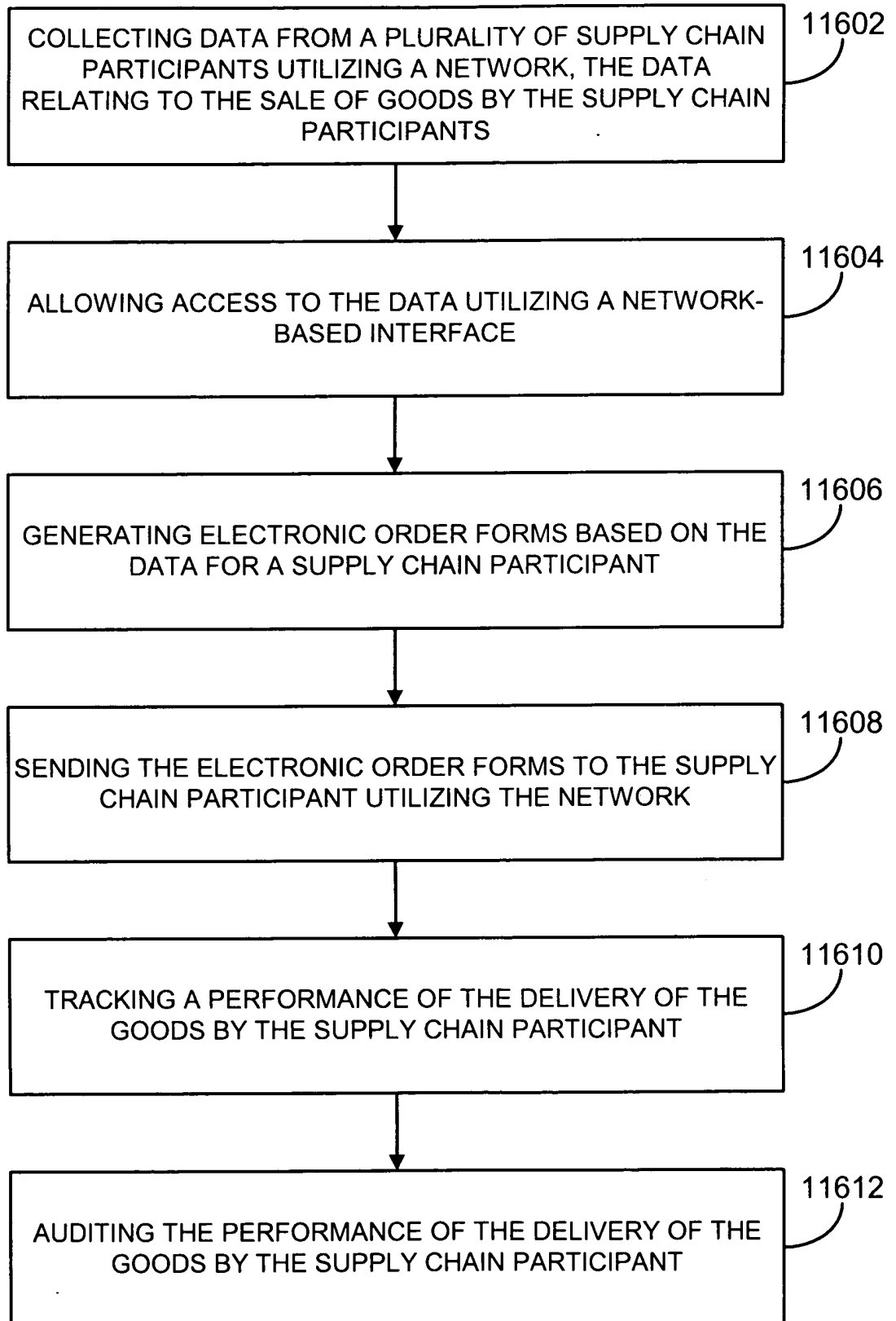


FIG. 116

09815489-02301

11700

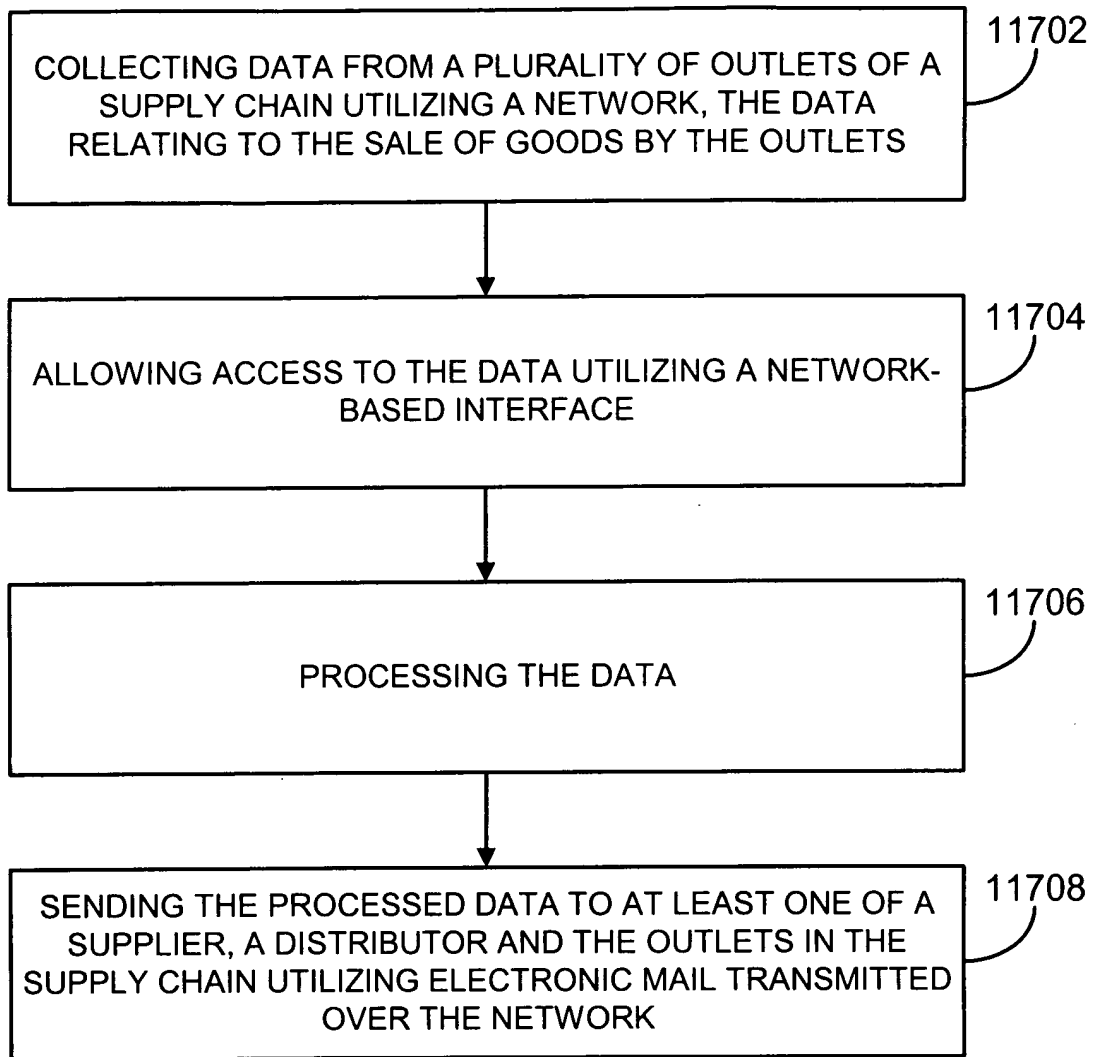


FIG. 117

09615489-03301
FIG. 117

11800

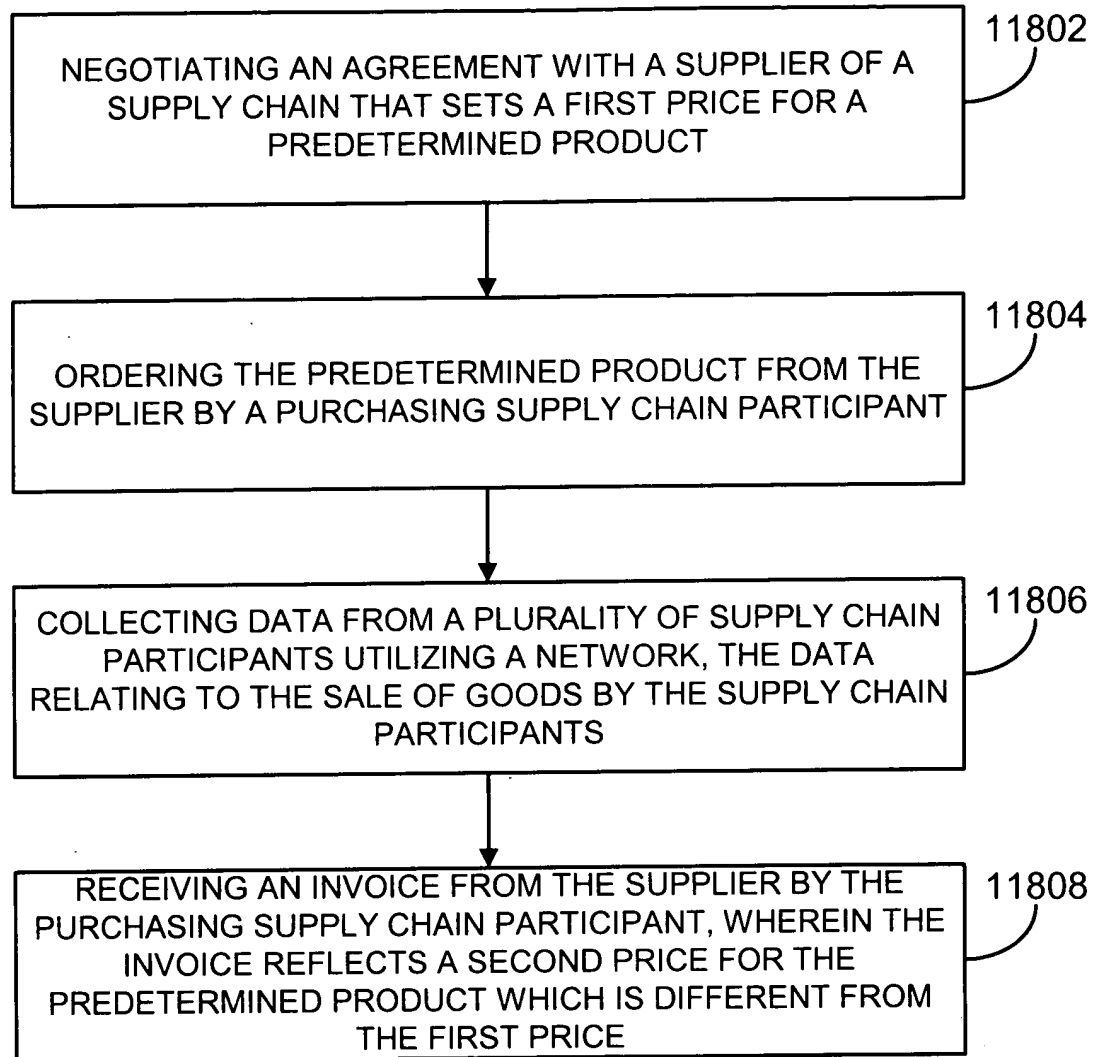


FIG. 118

11900

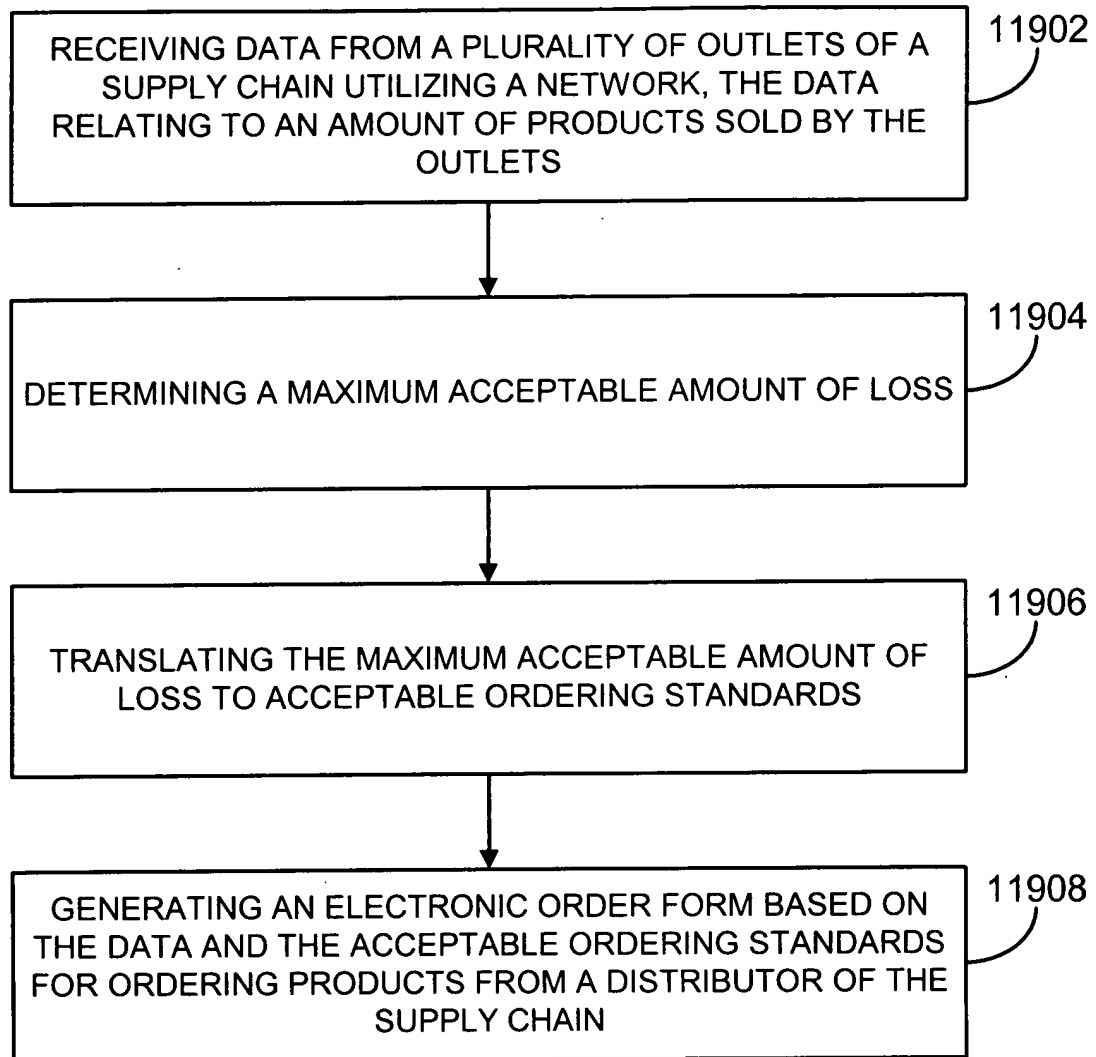


FIG. 119

12000

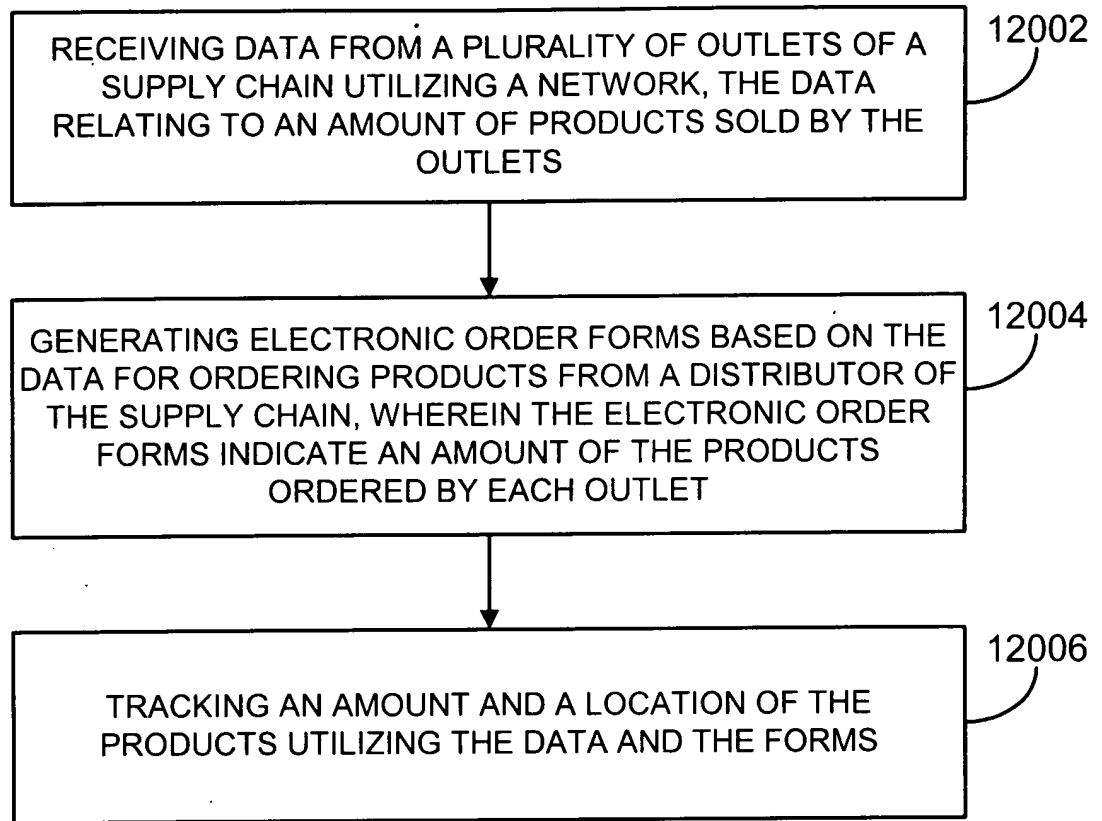


FIG. 120

12100



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

12102



MAKING THE DATA ACCESSIBLE TO THE OUTLETS,
DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK
BASED INTERFACE

12104



AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF
THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

09815489.03230.1

12200



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202



GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12204



PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE EQUIPPED TO HANDLE SECURE
SOCKETS LAYER (SSL) PROTOCOL

12206

FIG. 122

09815489 032301

12300

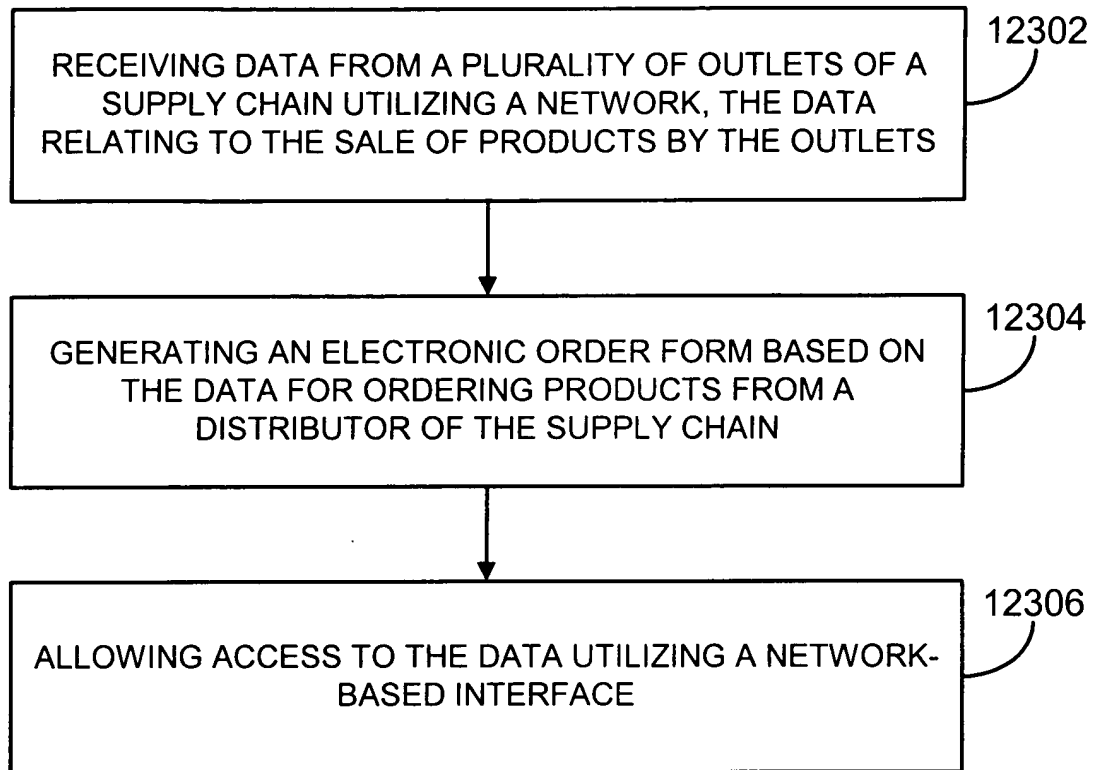


FIG. 123

12400



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402



GENERATING A CALENDAR OF EVENTS

12404



ALLOWING ACCESS TO THE CALENDAR OF EVENTS
UTILIZING A NETWORK-BASED INTERFACE

12406

FIG. 124

FIG. 124

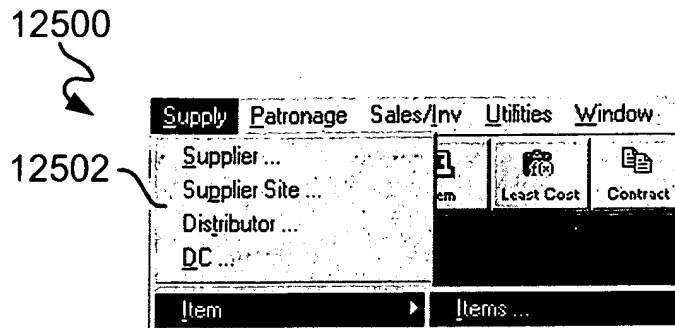


FIG. 125

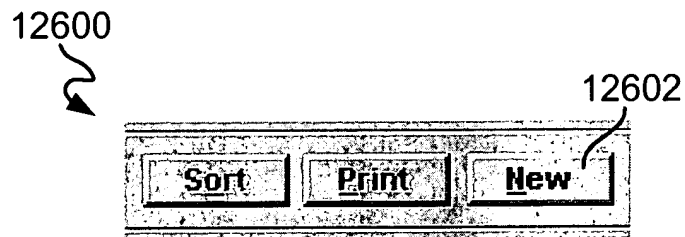


FIG. 126

12700

12702

Item Desc: Item Number: Product Cat Code: Status Code: Active Item Rank: Item Rank:

FIG. 127

FOE22ED" 6345T860

12800



Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

FOCEED " 6845T860

12900



FIG. 129

13000

| | | | |
|---------------------|---------------------------------------------------------------|-------------------------|--|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | |
| Case Depth: | | Net Weight: | |
| Case Dimension U/M: | INCH(S) | Gross Weight: | |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | |
| Item Shelf Life: | | BarCode: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

| | | |
|--------------------------|-------------------------------|---------------------------------------------|
| Site Information: | Site Id: 17355 | Site Role: <i>FOB Shipping Point</i> |
| Site Name: | TYSON FOODS - NEW HOLLAND, PA | |

13102

FIG. 131

13200

| | | |
|-------------------------|---------------------------------|------------------------------------------------|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | Railroad Name: <input type="checkbox"/> |
| Status: | Active <input type="checkbox"/> | Rail Sidings: <input type="checkbox"/> |

FIG. 132

FORCED" 6845T860

13300

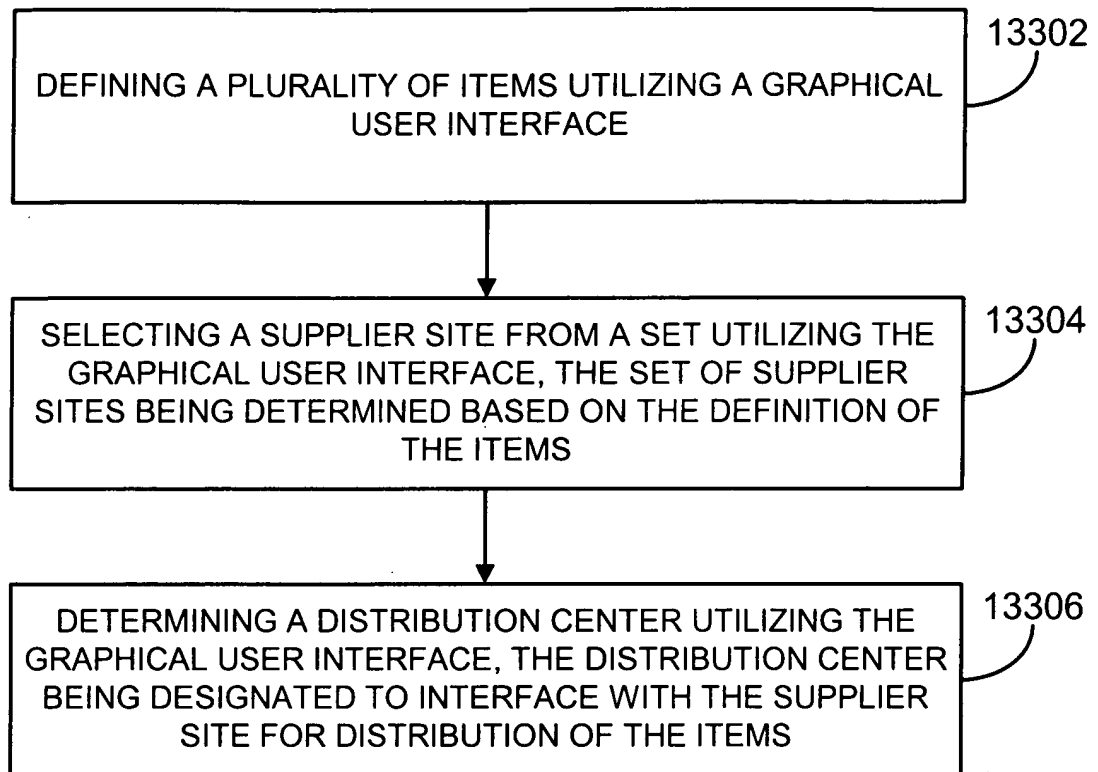


FIG. 133

FOEED" 6045T860

13400

| | | | | | | | |
|-----------------|---------------------------------------|---------------------------------------------------------------|-----------|------|--------|--------|--------------------------|
| Item: | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: | 7/1/96 | End: | 9/1/96 | Final: | <input type="checkbox"/> |
| Override Rules: | | <input type="radio"/> Yes <input checked="" type="radio"/> No | Apply By: | Cell | | | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM | Slip | D liv. |
|----------|-------------|--------|--------|
| 1 | TRUCKLOAD(S | Pallet | |
| 1 | TRUCKLOAD(S | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

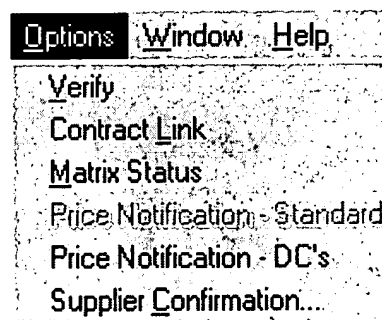


FIG. 141

14300

| | | | |
|----------------------------|---|-----------------------------------|----|
| <u>C</u> ost | ▶ | E <u>d</u> it / View ... | F3 |
| Commodities | ▶ | New (using previous matrix) ... | F4 |
| | | New (build matrix) ... | F5 |
| <u>V</u> endor Rating | ▶ | | |
| Contact <u>M</u> anagement | ▶ | Multi Item Price Notification ... | |

FIG. 143

14400

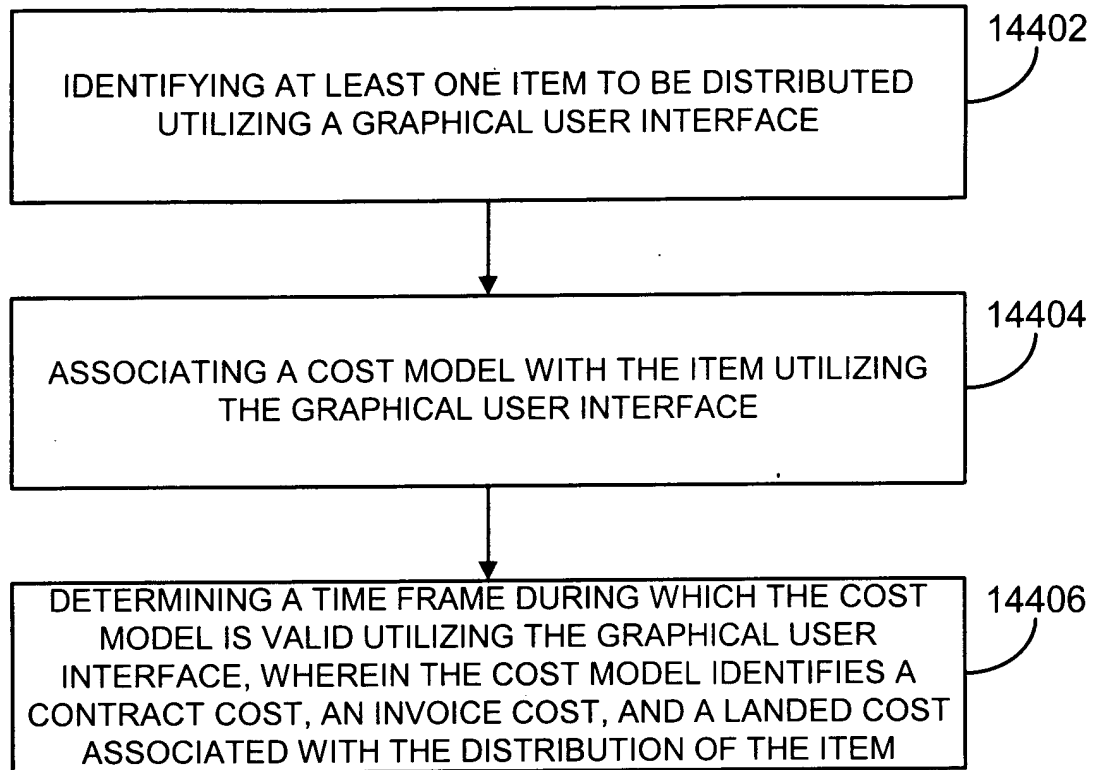


FIG. 144

14500



FIG. 145

14600

| | | |
|---------------------|-------------------|-----------------------------------|
| Contract ID: | 673 - TYSON FOODS | |
| Initial Buyer Name: | Jamie Hersh | Current Buyer Name: Chris Stanton |

FIG. 146

14700

| | |
|----------------------|---------------|
| Contract Start Date: | 05/15/98 |
| Contract End Date: | 12/31/02 |
| Execution Date: | 5/15/98 |
| Effective: | Shipment Date |
| Payment Terms: | Net 10 |

FIG. 147

14800

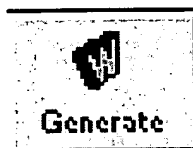


FIG. 148

14900

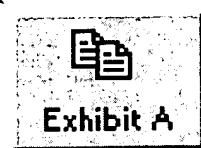


FIG. 149

15000

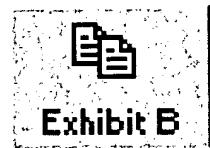


FIG. 150

FOE22ED" 6845T850

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|-------------------------|------------------------------|------------------------------------------|-------------------------------|
| BEEF - 77% | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF WHOPPER 4.0 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF WHOPPER JR. 2.8 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

New Items

Delete Item...

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300

Exhibit C

FIG. 153

15400

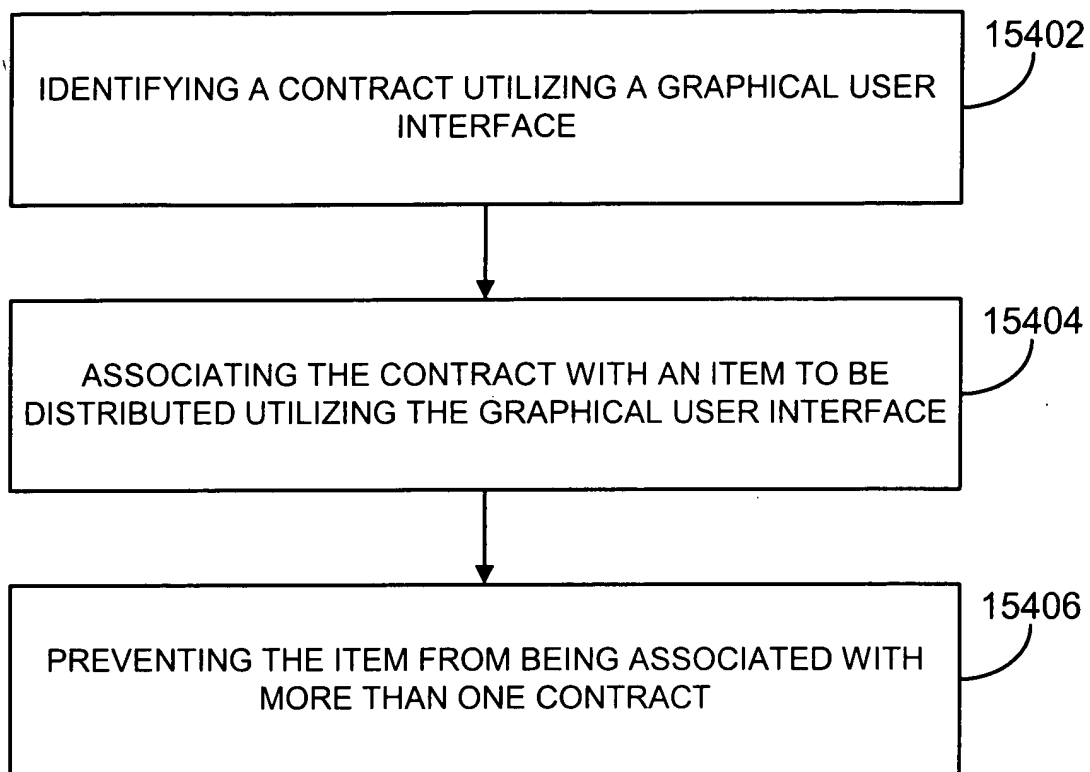


FIG. 154

FOE2ED" 6845T860

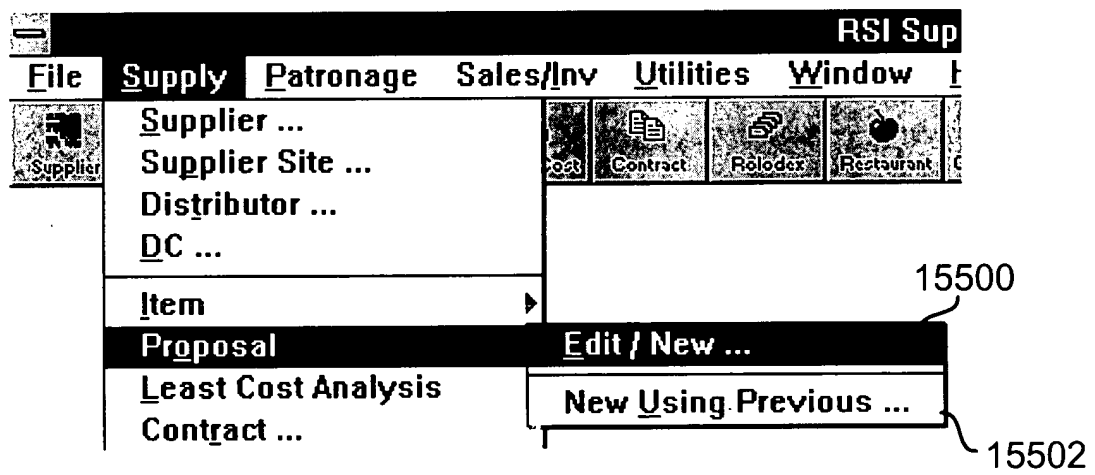


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

| | | | | | | | | |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|
| Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|

Proposal Information

| | | | |
|-----------------------|----------------------------------|-----------------------------|----------|
| Proposal ID: | 1021 | Proposal Due Date: | 06/12/97 |
| Proposal Name: | Foam Hot Cups & Polystyrene Lids | Contract Begin Date: | 07/01/97 |
| Buyer Name: | Dennis Clabby | Contract End Date: | 06/30/98 |

Actions

| # | Date: | Action Description: |
|---|----------|--------------------------------------------------------------------------|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

FIG. 156

FOE2EO"684STB60

15700

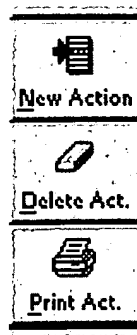


FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT |
| |
| |
| |
| |
| |
| |

2 Rows Selected

| Item Description |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

> >> << <

FIG. 158

FOE22E0" 6B45T860

FOE220" 6B45T860

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description | |
|-----------------------|-----|
| CUP-HOT 12 OZ (PAPER) | DRY |
| CUP-HOT 16 OZ (PAPER) | DRY |
| CUP-HOT 8 OZ (PAPER) | DRY |

15902

15904

15906

15908

| Item Description |
|------------------------------|
| CUP-HOT 12 OZ (DRY) |
| CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (DRY) |
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component |
|------------------|----------------------|
| MAYO-BULK | Mayonaise Components |
| | (None Selected) |
| | Generic FOB Pricing |
| | Mayonaise Components |

FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.28 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 |

FIG. 161

FOE22ED 68451860

16200

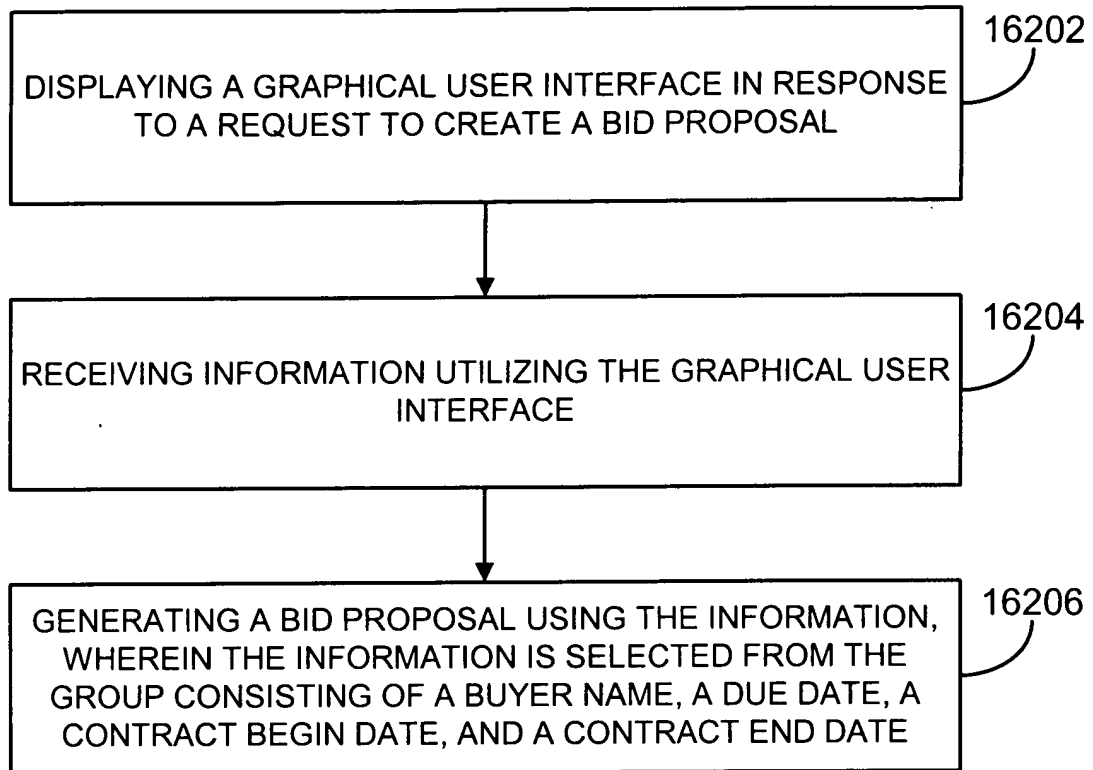


FIG. 162

FIG. 163

16300



FIG. 163

16400



| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
| | | <i>Word</i> | <i>Y/N</i> |
| Bid Proposal Cover Letter | | ? | Y |
| General Terms and Conditions | | ? | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | | ? | N |
| BK Specification Request | | ? | N |
| FOB Price Component | | ? | Y |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

09815429.032304
FOE22E0" 5B4ST860

16500

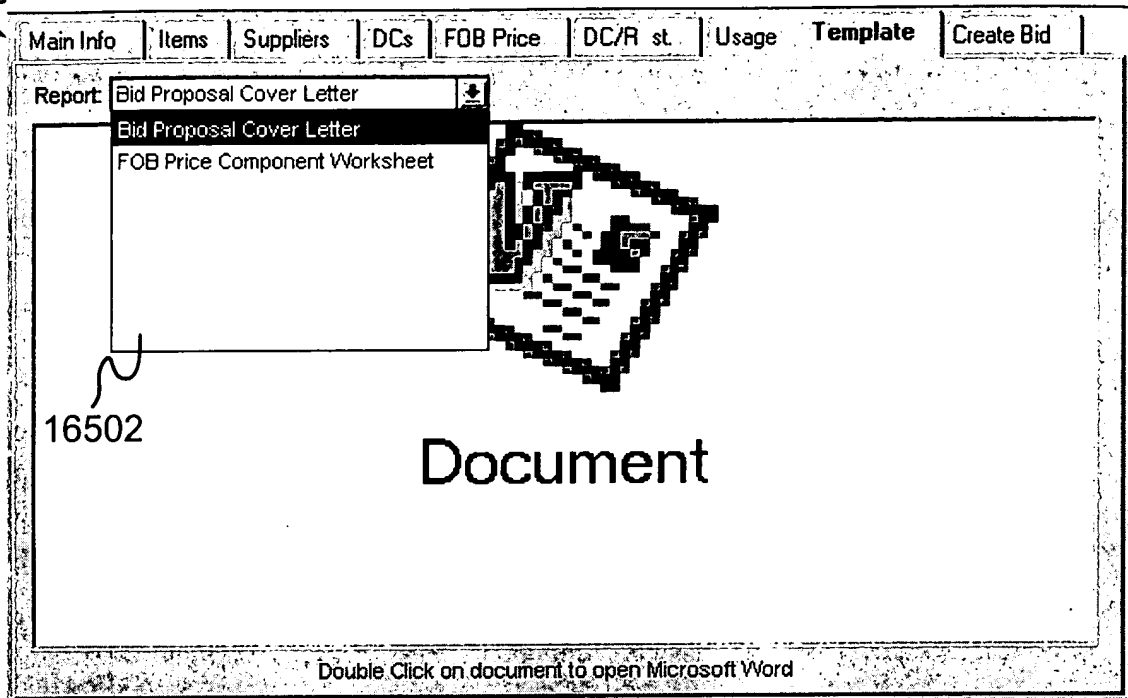


FIG. 165

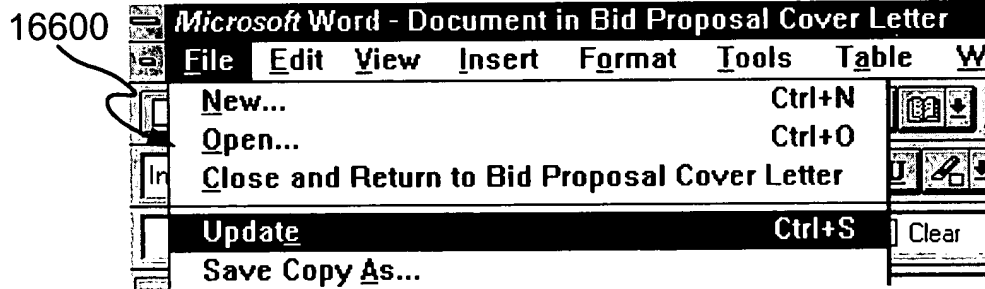


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/R st | Usage | Templates | Cr at Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | Cost |
|-----------------------------------------------------------------|-------------------------------------------------------------------|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/> | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/> | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| Usage Estimates <input checked="" type="checkbox"/> | LTL Freight Worksheet <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> | |
| Item Information Worksheet <input checked="" type="checkbox"/> | Blank Sheets |
| Sample Supply Agreement <input checked="" type="checkbox"/> | Supplier Facility Worksheet <input checked="" type="checkbox"/> |
| BK Specification Request <input checked="" type="checkbox"/> | Item Information Worksheet <input checked="" type="checkbox"/> |
| | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| | LTL Freight Worksheet <input checked="" type="checkbox"/> |

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

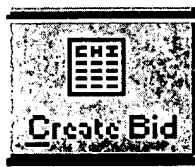


FIG. 168

16900

Report: 7/2/97

| | |
|-------------------------------|-----------------------------------------------------------------------------------------|
| Item Information Worksheet | Supplier: (all) |
| Bid Proposal Cover Letter | Restaurant Services, Inc. Item Information Worksheet ATTY DS |
| FOB Price Component Worksheet | |
| General Terms & Conditions | |
| Item Information Worksheet | |
| LTL Freight Worksheet | |
| Sample Supply Agreement | |
| Supplier Facility Worksheet | |

FIG. 169

FOE2ED 6845T860

17000

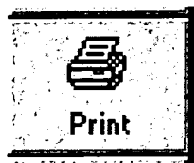


FIG. 170

17100



FIG. 171

17200

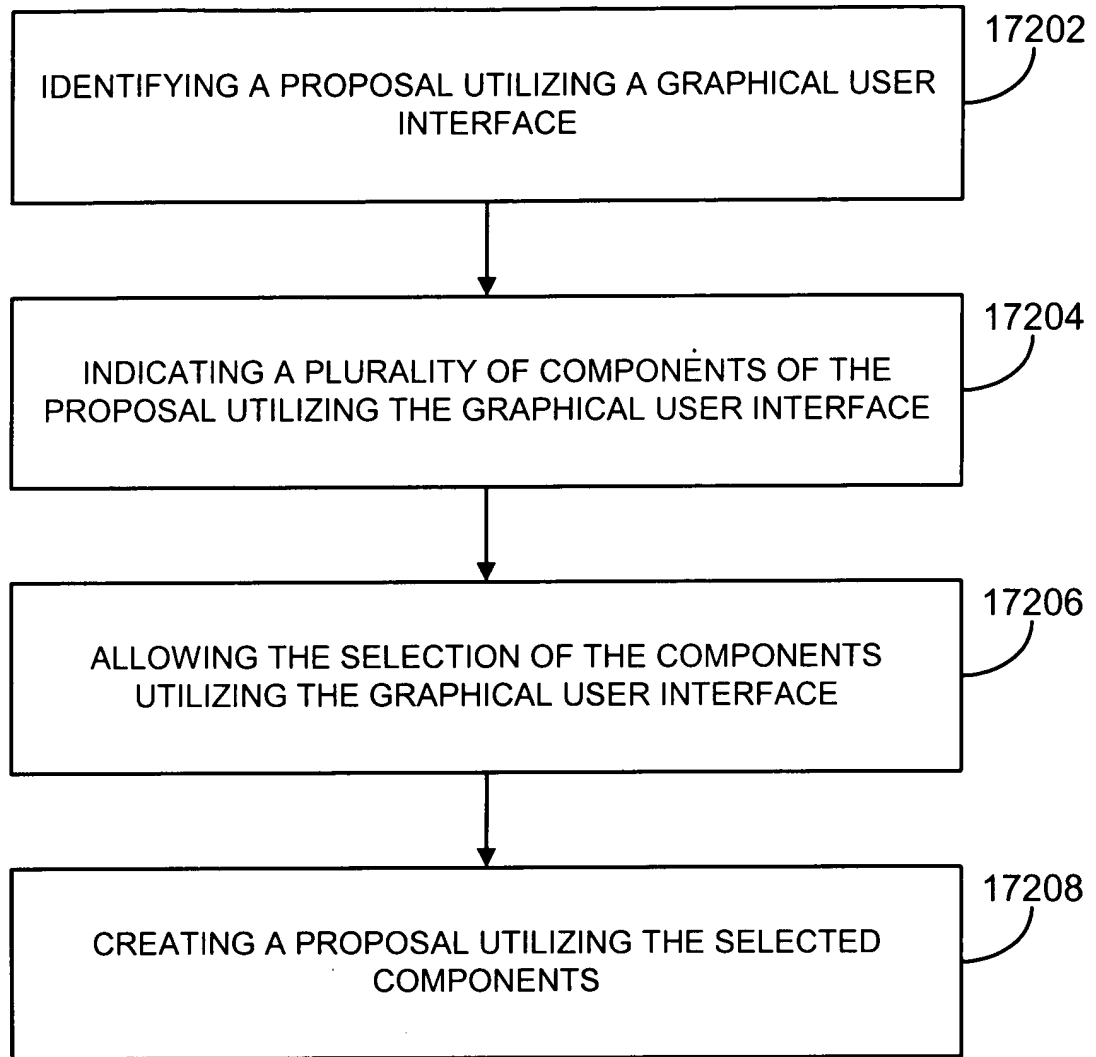


FIG. 172

17300



FIG. 173

17400

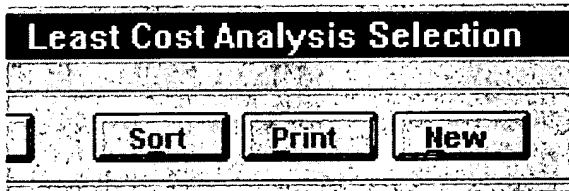


FIG. 174

17500

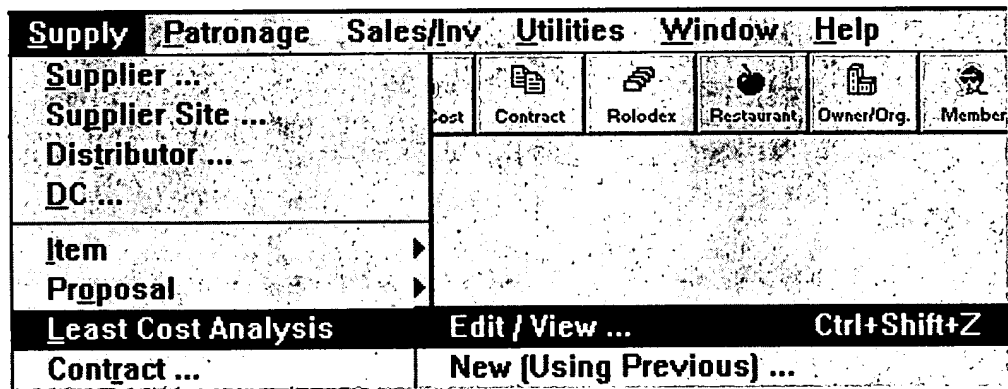


FIG. 175

Bid Proposal Name:

(None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

09815489-032301

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

09815489-032301

TOE2ED"684ST860

17800

| | | | |
|----------------------|-------------------|------|---------|
| Analysis Name: | Hash Brown Actual | | |
| Analysis ID: | 1036 | | |
| Buyer: | Dennis Clabby | | |
| Period of Agreement: | 10/1/97 | THRU | 9/30/98 |
| Unit Of Measure: | CASE(S) | | |

FIG. 178

17900

| | | |
|----------------------------------------------------------|---------------|--------------------------------|
| Version (1) of (9) | | Base version |
| What is the max # of FOB points to allocate to each DC ? | One FOB | |
| What is pricing method for this version ? | FOB + Freight | |
| What is the RSI Invoice FOB Upcharge (Downcharge) ? | 0.0000 | |
| Override RDC Truckload Validation? | No | |
| Solution Strategy: | Standard | Last Revision: 9/15/97 1:04 PM |

FIG. 179

18000



FIG. 180

18100

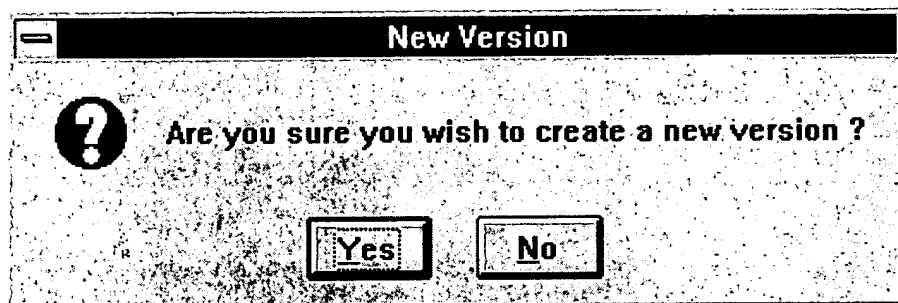


FIG. 181

09815489.032301
102220" 68451860

18200

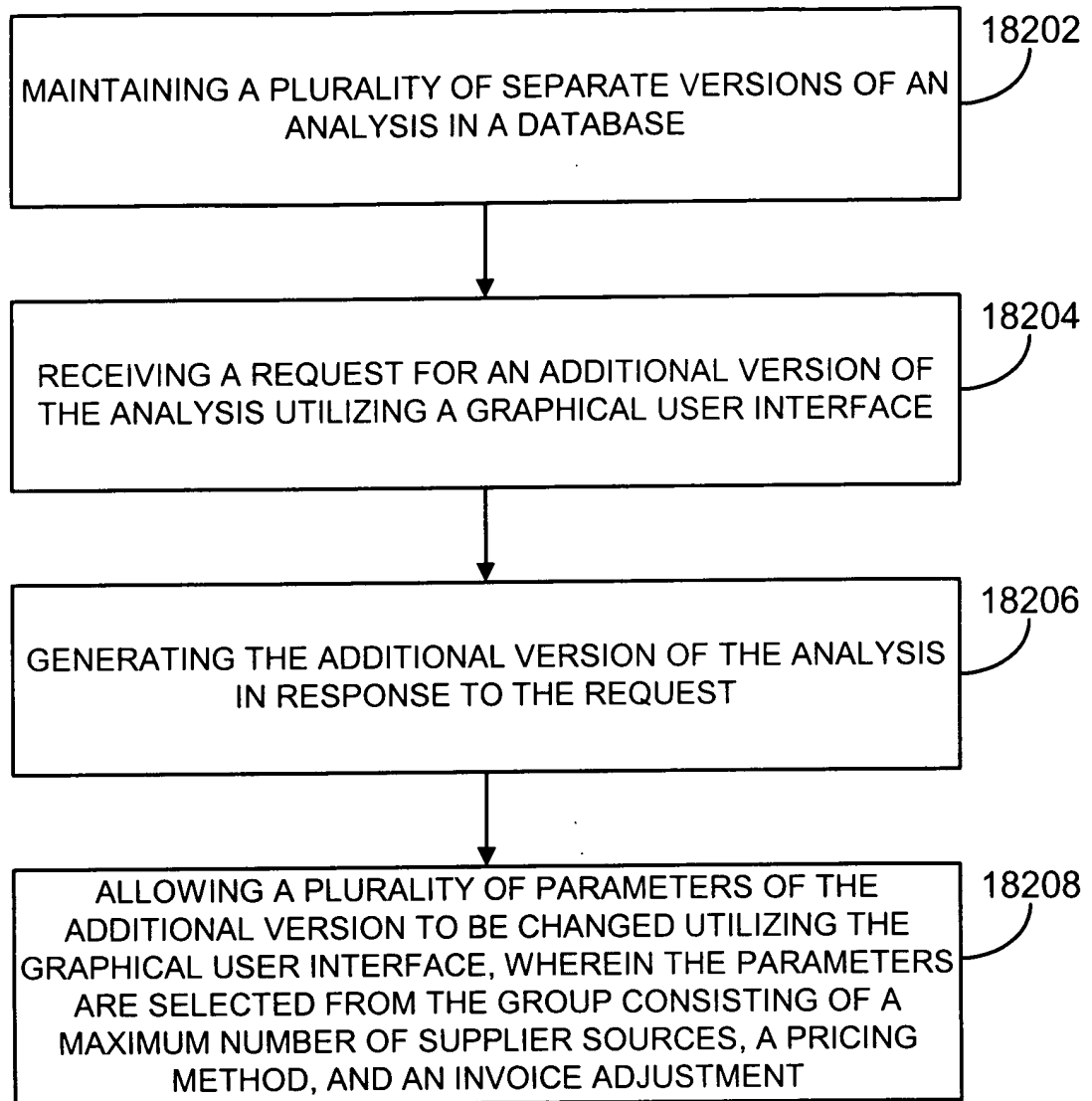


FIG. 182

TOE22ED" 6945T860

18300

Search Query Reset

Query Values

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |

>

>>

| Supplier FOB |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

7 Rows Selected

18302

FIG. 183

18400

| Item Description | Conv. Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

FOIEEO-6845T860

18500

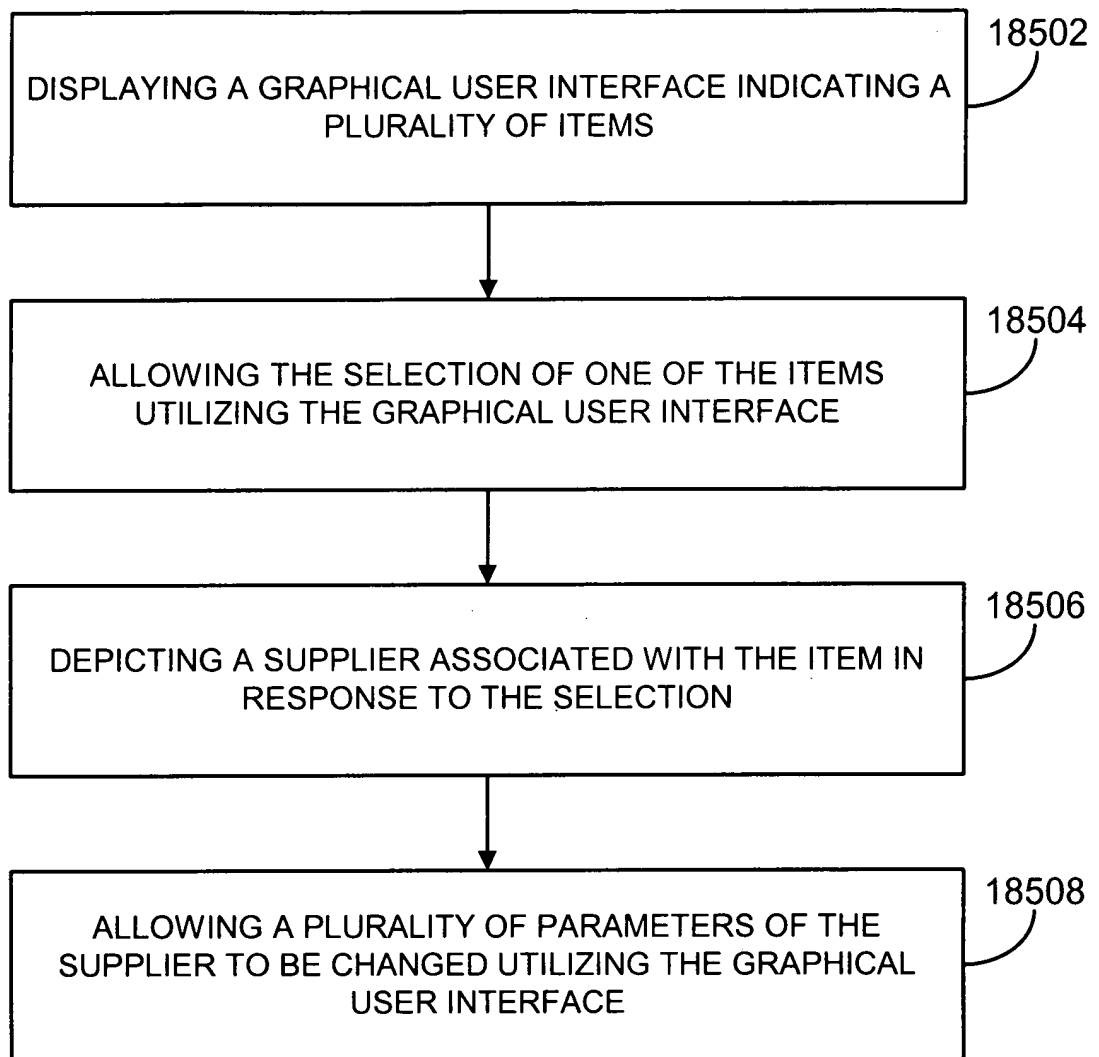


FIG. 185

09815489-03201

18600

| Item Description | | Supplier FOB | |
|------------------|--|---------------------|--|
| CUP-COLD 16 OZ | | DOPACO-DOWNTOWN, PA | |
| CUP-COLD 22 OZ | | DOPACO-DOWNTOWN, PA | |
| CUP-COLD 32 OZ | | DOPACO-DOWNTOWN, PA | |

| | | | |
|---------------------|----------------|----------------------|---------------------------------------------------------------|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M: | INGHE(S) | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700

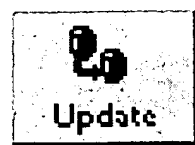


FIG. 187

18800

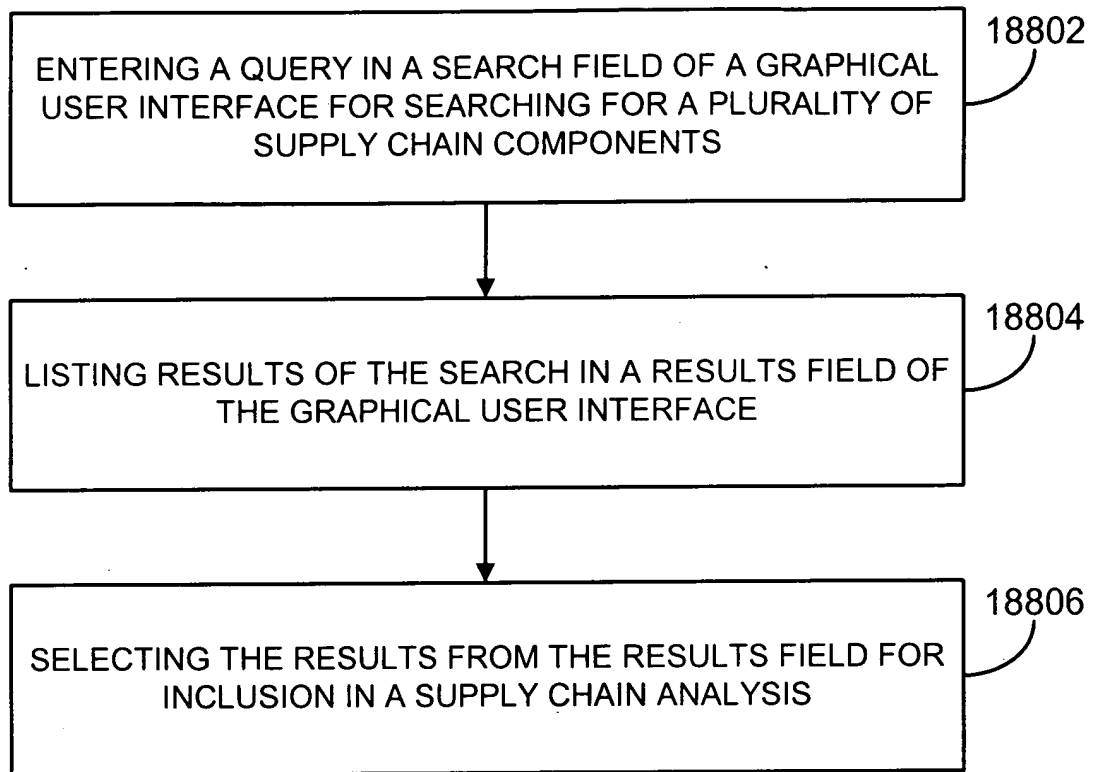


FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|-------------------------------------|-------|---------|-------------|-------------|---------------------------------------------------------------|
| CAVENDISH FARMS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. | | Pallet | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB | | | Minimum | Maximum | Include |
| LAMB-WESTON, INC.-PASCO, WA | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA | | | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|-----------------------------------------|-------|---------|-------------|-------------|---------------------------------------------------------------|
| MCCAIN FOODS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| NESTLE FOOD COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS | | Pallet | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB | | | Minimum | Maximum | Include |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND | | | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE | | | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC.-OTHELLO, WA | | | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

FOE22E0" 6845T860

19100

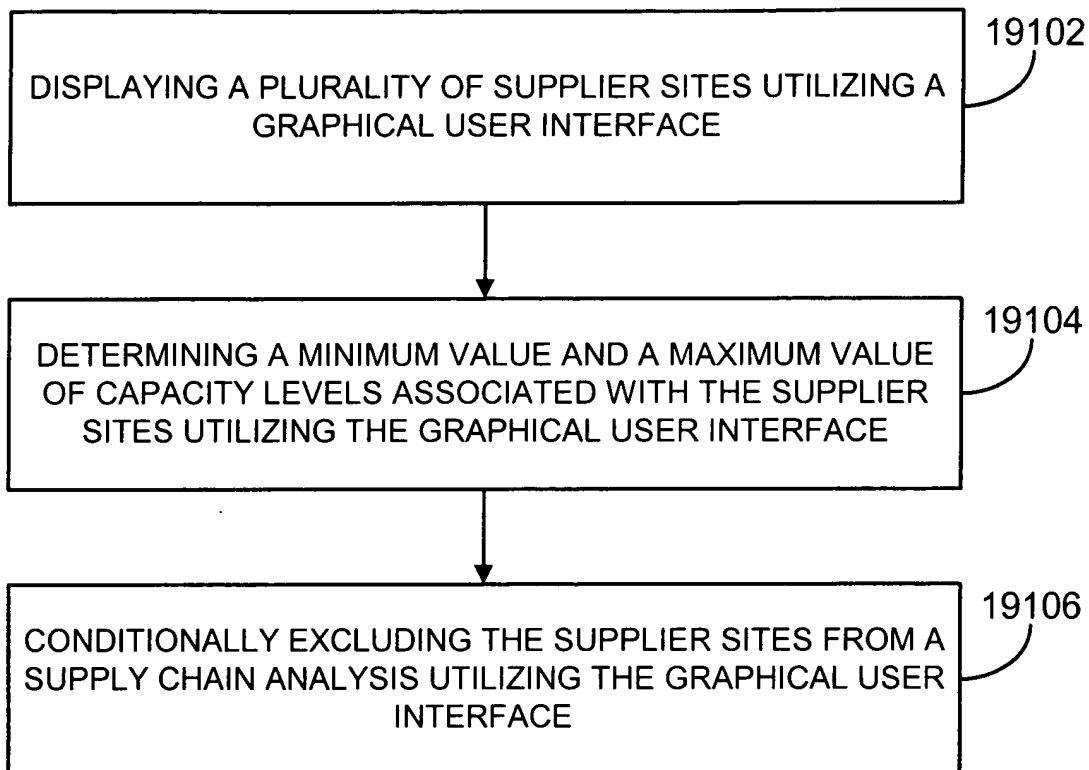


FIG. 191

09815489-032301

FOE22EO" 6845T860

19200

| Supplier | # | Volume | |
|----------------------------|---|--------|--|
| HUDSON INDUSTRIES | 0 | | |
| INTERNATIONAL DIVERSEFOODS | 0 | | |
| SUPERIOR COFFEE & FOODS | 0 | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8.4200 | 0 | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume | |
|-----------------------------|---|--------|--|
| SSI FOOD SERVICES | 0 | | |
| TEXAS AMERICAN FOOD SERVICE | 0 | | |
| WHITEFORD FOODS | 0 | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume | |
|---------------|---|---------|--|
| VENTURA FOODS | 0 | | |
| VENTURA FOODS | 1 | 100,000 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

FOODS - CHAMBERSBURG, PA

19500



| Item Description | | Supplier FOB | |
|------------------|--|--------------------------------|--|
| FRIES-COATED | | CAVENDISH-PRINCE EDWARD | |
| FRIES-COATED | | J.R. SIMPLOT COMPANY-HERMISTON | |
| FRIES-COATED | | LAMB-WESTON, INC.-PASCO, WA | |

| Distribution Center | Delivered | # | Volume |
|-------------------------|-----------|---|--------|
| AMERISERVE-OMAHA, NE | 0.3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0.3850 | 0 | 0 |
| AMERISERVE-WAUKESHA | 0.3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0.4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0.3950 | 0 | 0 |

FIG. 195

FOE220" 6845T860

19600

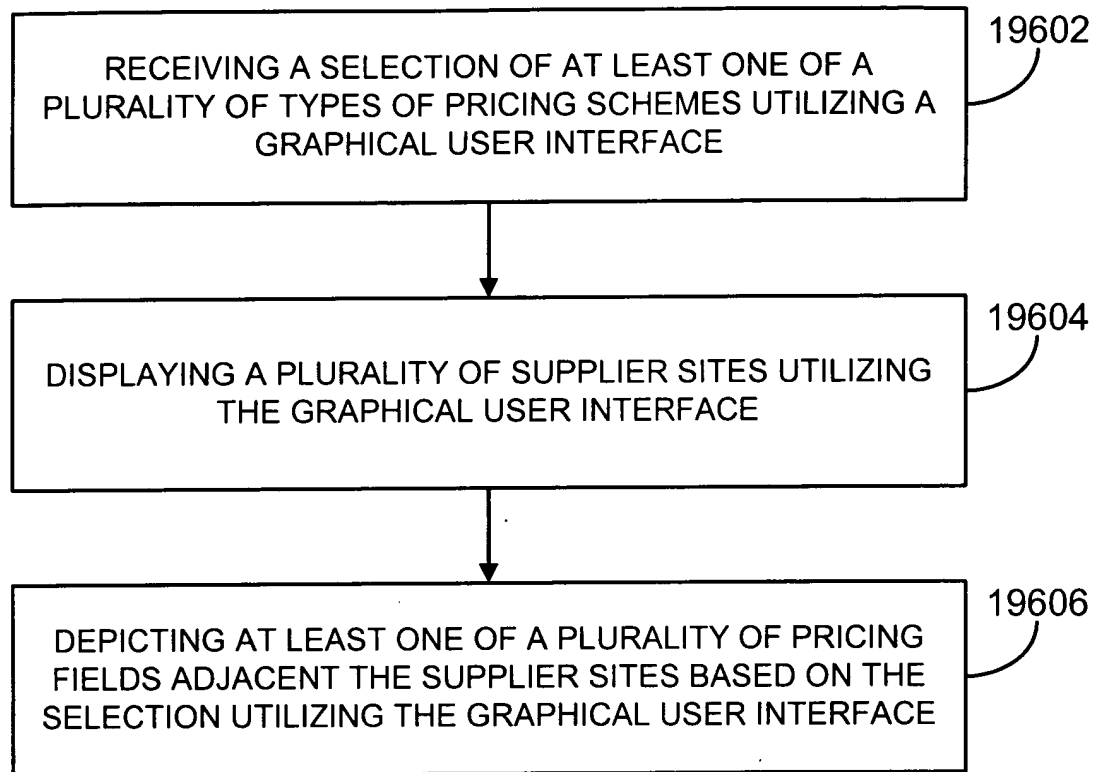


FIG. 196

19700

| Total Rest. Growth Amount | | Usage Period | |
|-------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVE POST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVE POST-DENVER | 35 | 5.00% | 37 |
| AMERISERVE POST-SALT LAKE, UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | .00% | |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900

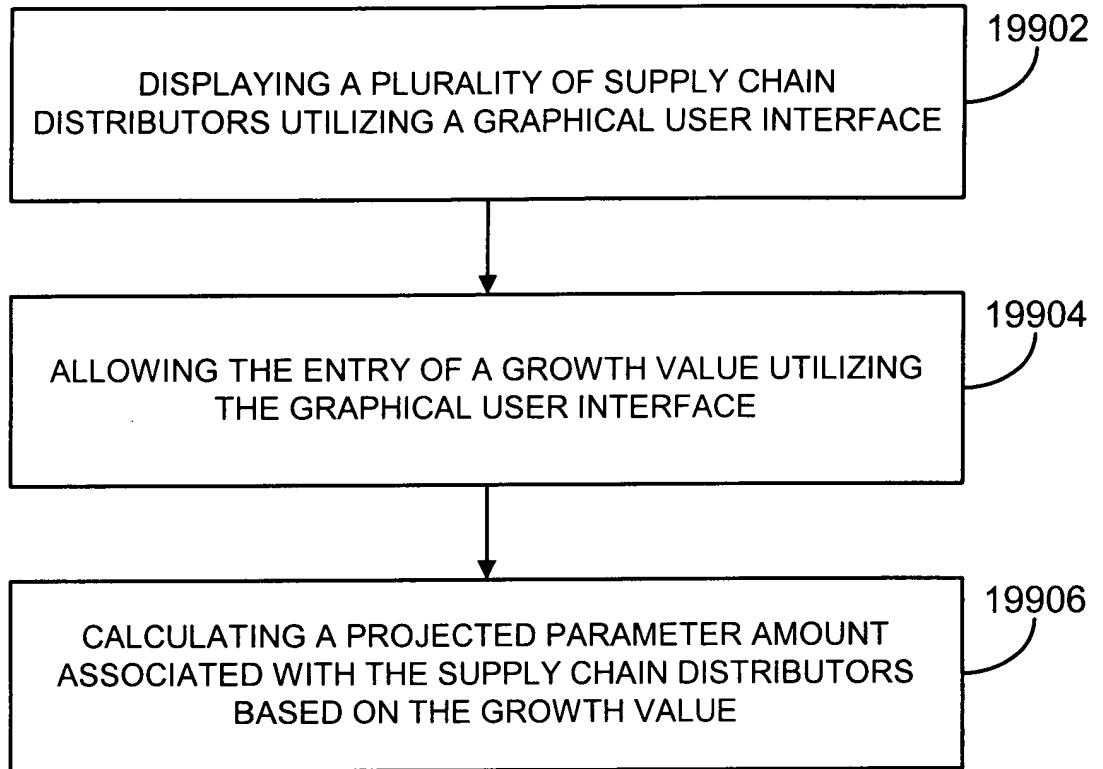


FIG. 199

20000

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | | Honor TL Rate |
|-------------------------------|------------------------------|--------------------------------------------------------------------------|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

FIG. 200

20002

20100

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | |
|-----------------------------|-----------------------------------------|--------------------------------------------------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded |

FIG. 201

20200


| Invalid Selection | |
|-------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|
|  | AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
| <input type="button" value="OK"/> | |

FIG. 202

FOE2E0"6845T860

20300



DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302



DESIGNATING A LANE RESTRICTION OF EACH OF THE
DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER
INTERFACE

20304



CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS
IN A SUPPLY CHAIN ANALYSIS BASED ON THE
DESIGNATION

20306

FIG. 203

20400

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Truckload Freight | Lane Distance |
|-------------------------------|-------------------|---------------|
| AMERISERVE POST-ALBUQUERQUE | 1,617 | |
| AMERISERVE POST-DENVER | 1,277 | |
| AMERISERVE POST-SALT LAKE, UT | 691 | |

FIG. 204

20500

| Supplier FOB | | Address | |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR | 72638 |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72801 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA | 15,000 | | | | | 1.10 | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1.20 | |

FIG. 205

FOE24E0 6845F360

20600

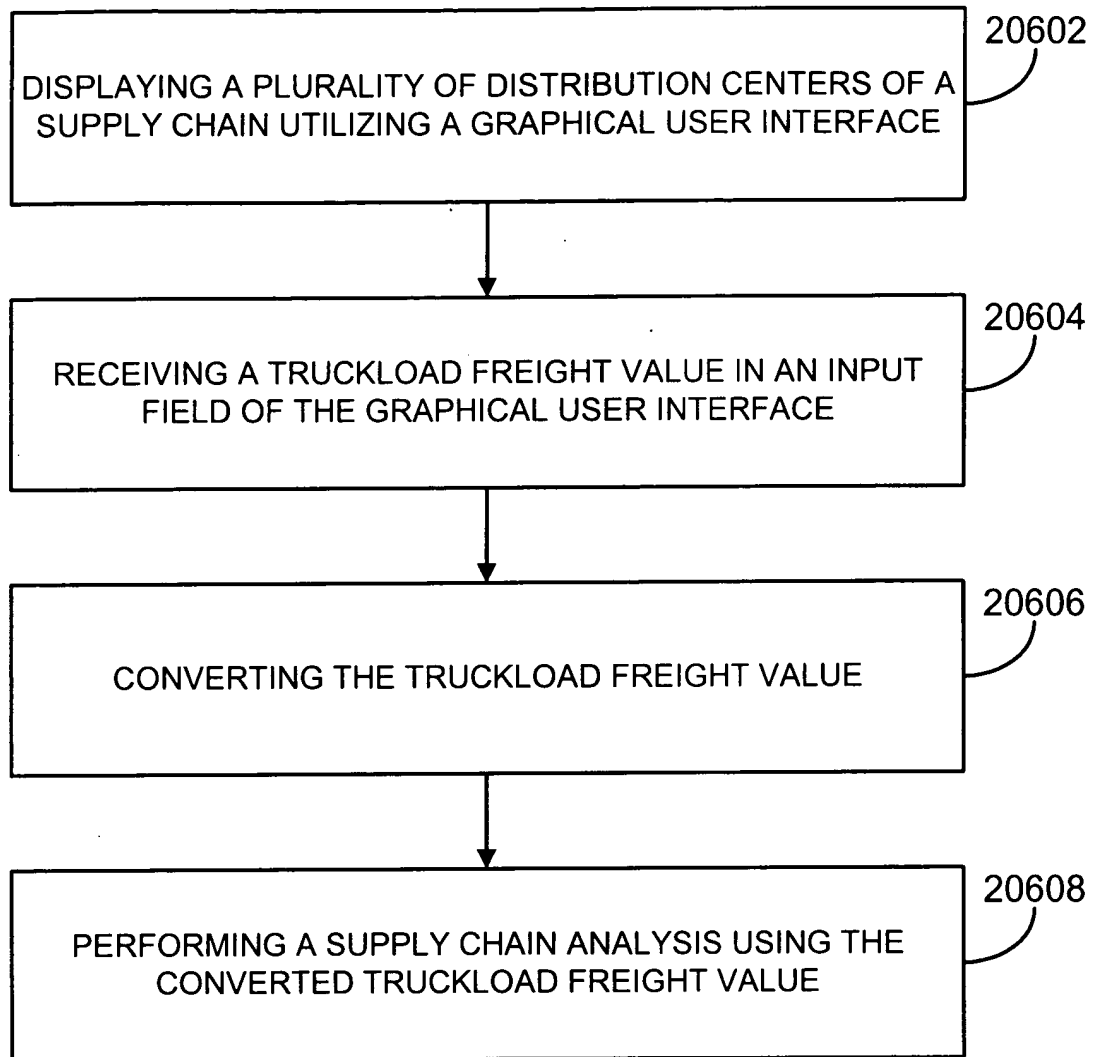


FIG. 206

0915489.032301

20700



| Analysis Region | | Force FOB |
|-------------------------------|--|---------------------------------------------------------------|
| MCCABE-PORTLAND/RNW-ANCHORAGE | | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| Distribution Center Name | | Site Role |
| MCCABE QUALITY FOODS-PORTLAND | | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE | | Corporate & FOB Point |

FIG. 207

20800

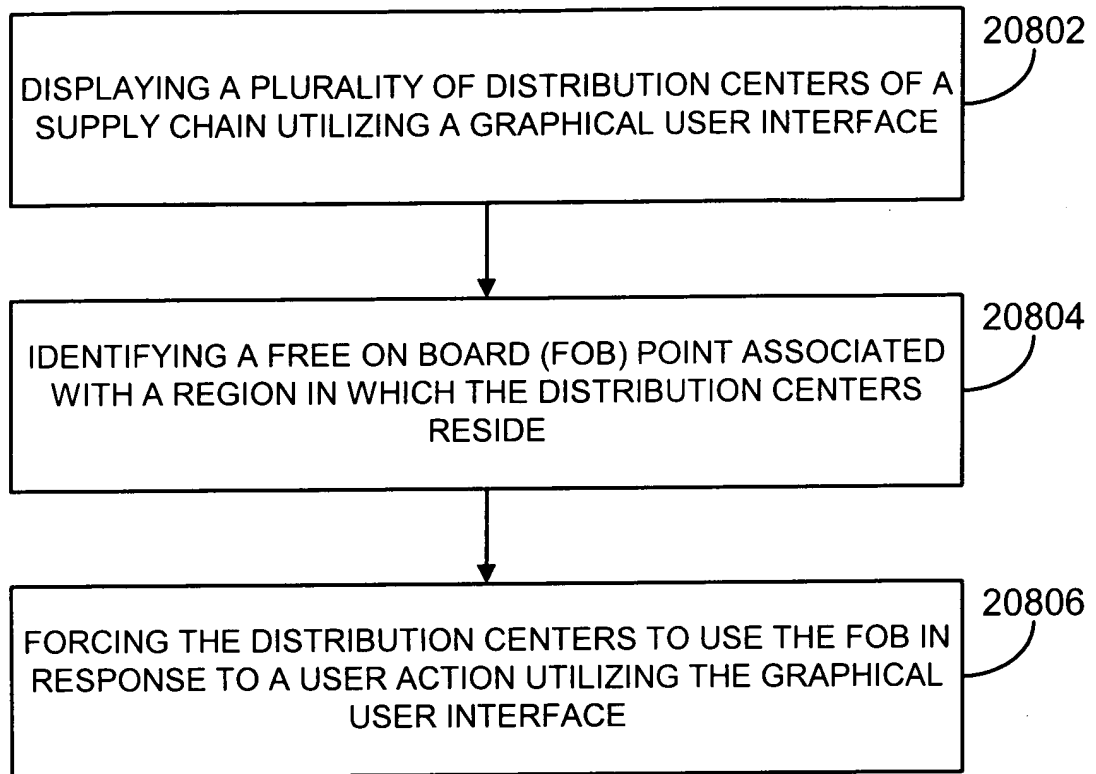


FIG. 208

20900

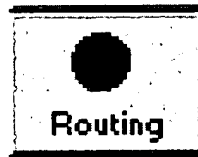


FIG. 209

21000

Report Selection

Report Type:

Report Name:

Report Parameters

Supplier:

Supplier FOB:

Distribution Center:

Version:

| |
|-----------------------------------------------|
| Freight Information Provided |
| Freight Information Provided |
| LTL Routing Grid By Lane |
| Routing Results By Lane |
| Routing Results By Lane, Item |
| Routing Results w/ RDC Breakout By Lane |
| Routing Results w/ RDC Breakout By Lane, Item |
| TL Freight Variance Analysis |

FIG. 210

FIG. 209

21100

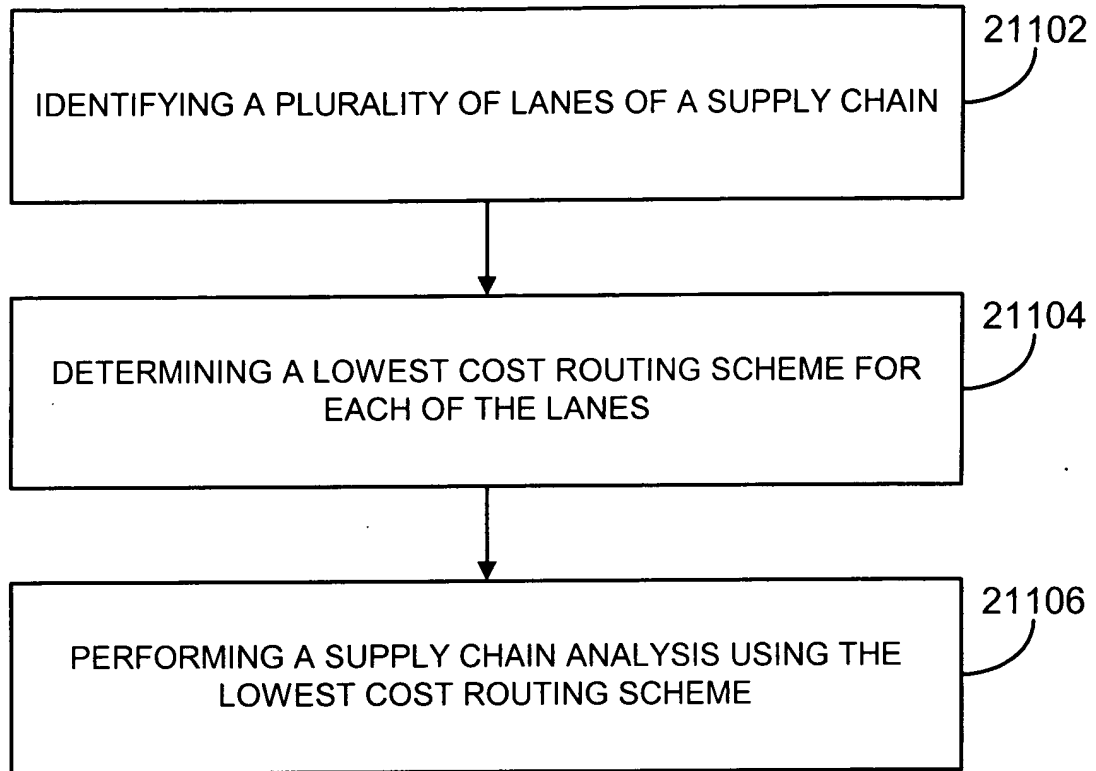


FIG. 211

21200



FIG. 212

21300

21302

Report Selection

| Report Type: | Report Name: |
|-------------------------|---------------------------------|
| Awarded Volume | Awarded Volume by Item - Detail |
| Awarded Volume | |
| Comparison Reports | |
| Cost Matrix Preview | |
| Optimal Product Routing | |
| Tab Reports | |
| | |
| | ew Capacity & Prices |

FIG. 213

21400

Awarded Volume by Item - Detail
 Awarded Volume by Item - Detail
 Awarded Volume by Item - Freight
 Awarded Volume by Item - Summary
 Competing DC Freight Analysis by Item
 Lane Assignment Matrix
 Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
 Assigned Volume Percentages (with conversion)
 Invoice FOB Detail Comparison (no conversion)
 Invoice FOB Detail Comparison (with conversion)
 Invoice FOB Savings Comparison (no conversion)
 Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

| | |
|--------------------|---------------------------------------------|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

| |
|-----------------------------------------------|
| Report Name: |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: ☒ Yes ☐ No

FIG. 218

21900



FIG. 219

09815489.032301

22000

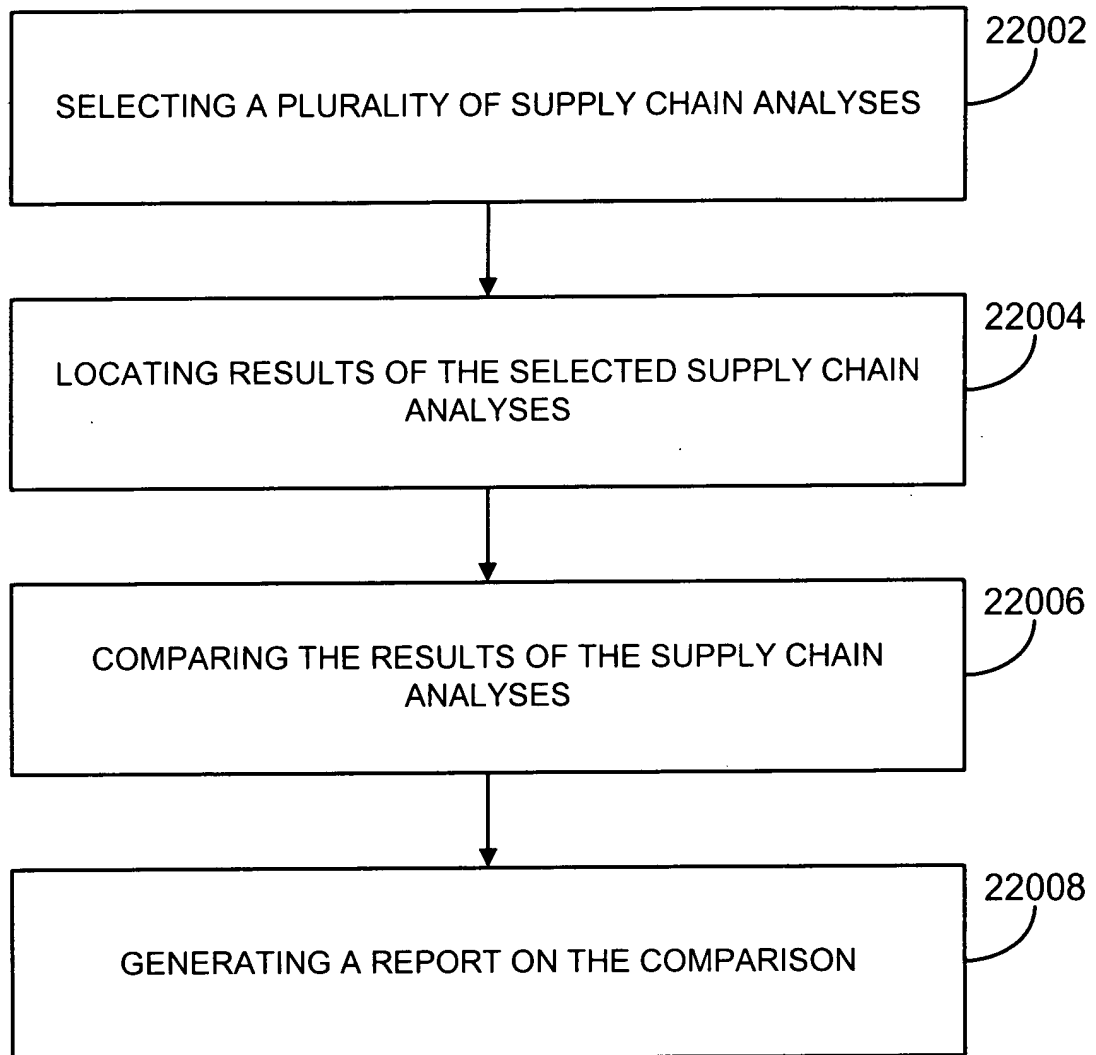


FIG. 220

000194000

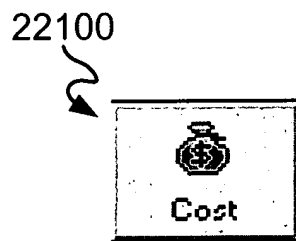


FIG. 221

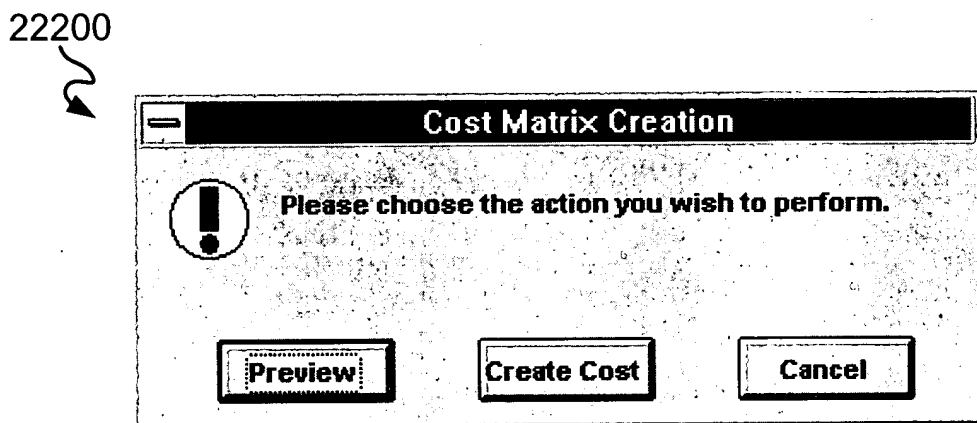


FIG. 222

FIG. 223

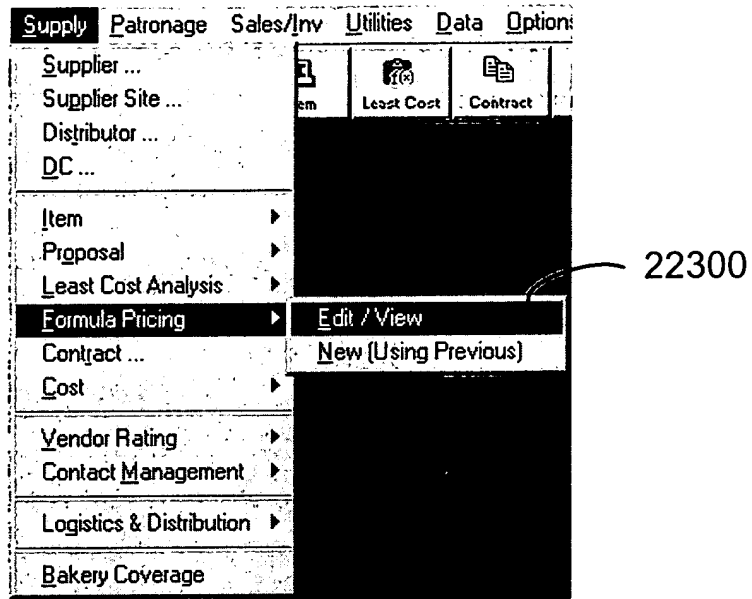


FIG. 223

22400

A screenshot of a software window titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has a tabbed interface with 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'General Info' tab is active. It contains several input fields: 'Pricing ID' with the value '12', 'Description' with 'Beef Pricing 04/06/01', 'Item' with 'BEEF - 77%', 'Raw Material Pricing Date' with '04/06/01', 'From' with '03/23/01', 'To' with '04/03/01', 'Cost Matrix Begin Date' with '03/15/01', 'End Date' with '03/28/01', and 'FOB Adjustment Amount' with '0.0000'. A label '22400' points to the window title bar.

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | |
|------------------------------------------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | | | | | | | |
| Date | FRSH DOM 50% TRIM | FRSH DOM 65% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 80% LEAN | FRSH DOM 85% LEAN | FRSH DOM 90% LEAN BL | FRSH DOM 90% LEAN | FRSH DOM 90% LEAN YW | FRZN DOM 90% LEAN BL | IMP AUS 90% LEAN | Lean Fine Tatr Beef |
| 3/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7980 |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 |
| 03/31/98 | 0.8860 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 |
| 04/01/98 | 0.8700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.9840 |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 |

FIG. 225

22600

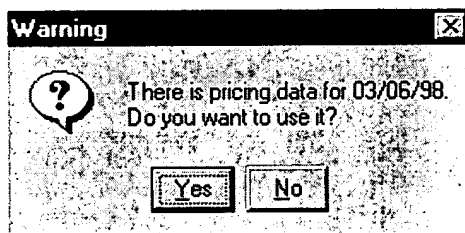


FIG. 226

22700

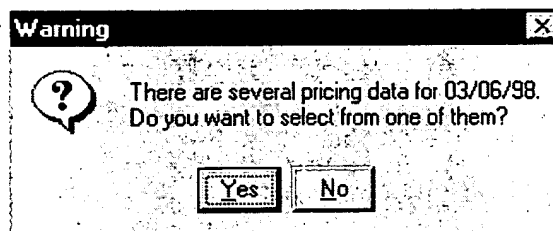


FIG. 227

22800

| Pricing ID | Calc. Date | Description |
|------------|------------|----------------------|
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

| Supplier FOB | Address |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |

| Material Type | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

05815489-032301

23000

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | | | | | |
|-----------------------------------------|--------|---------|--------|---------|--------|----------|------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| General Info | | Pricing | | Freight | | Formulas | | Block Cost | | Adjustments | | | | | | | |
| Formula | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Total |
| AFS-1 | 0.3120 | 0.2871 | | | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | | | 0.2000 | 0.2190 | 0.3200 | 0.3139 | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.9866 |
| S&C-1 | 0.2414 | 0.2200 | | | | | | 0.2178 | 0.2026 | 0.2178 | 0.2153 | 0.2178 | 0.2386 | | 0.1050 | 0.0958 | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.9684 |
| TEX-1 | 0.3090 | 0.2766 | | | | | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.9916 |
| WHI-1 | 0.3250 | 0.2958 | | | | | | | | | | | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | | | 0.4675 | 0.5165 | 0.1000 | 0.0986 | 1.0018 |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|-----------------------------------------|-------------------|---------|------------|----------|------------|-------------------------------------|
| General Info | | Pricing | Freight | Formulas | Block Cost | Adjustments |
| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | <input checked="" type="checkbox"/> |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | <input checked="" type="checkbox"/> |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | <input checked="" type="checkbox"/> |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | <input checked="" type="checkbox"/> |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | <input checked="" type="checkbox"/> |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | <input checked="" type="checkbox"/> |
| WHI-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | <input checked="" type="checkbox"/> |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | <input checked="" type="checkbox"/> |

FIG. 231

FOE220"6845T860

23200

Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1669 | 0.1500 | 1.3292 |
| GS-1 | 0.9866 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge |

FIG. 232

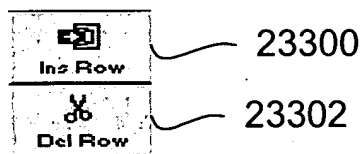


FIG. 233

23400



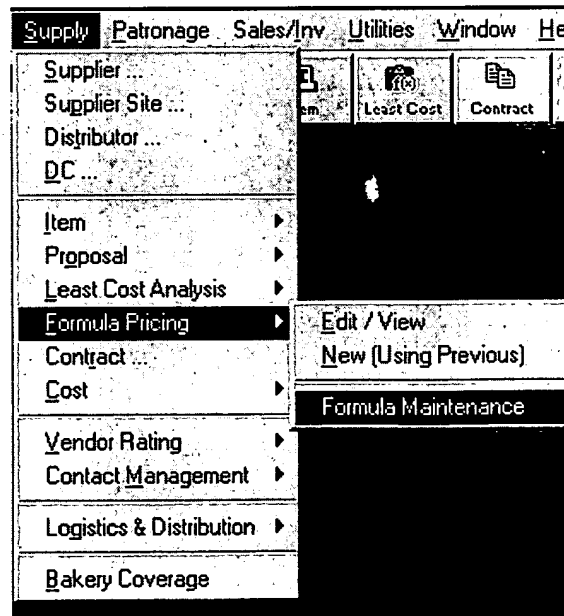
FIG. 234

FOE22E0" 68451860

23500

| Formula Maintenance | | | |
|-------------------------|--------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | | 100.0000% |

FIG. 235



23600

FIG. 236

09815489.032301